

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Printed in U. S. A. Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

Established 1886

PUBLISHED BY  
Mitchell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum  
SINGLE COPIES, 15 CENTS

VOL. XLV

431 South Dearborn Street, Chicago, Ill., February 15, 1927

NO. 8

## Of Course

We want your business but we want it on a basis that will pay you as well as ourselves. We want it because we have proper facilities for handling it.

Don't be satisfied with slow returns or poor service; send your shipments to

**McKenna & Strasser**

**GRAIN**

60 Board of Trade  
CHICAGO

GRAIN DRIERS  
FEED MIXERS  
FEEDERS  
STEAM COILS  
COOKERS  
MOLASSES HEATERS  
SPECIAL DRY-



ROTARY DRIERS  
TRUCK DRIERS  
STERILIZERS  
FANS  
STEAM TRAPS  
OAT BLEACHERS  
ING APPARATUS

**WILLEY ELLIS COMPANY**

Successors to

**THE ELLIS DRIER COMPANY**

1201-1229 So. Talman Avenue

CHICAGO, U. S. A.

**Dried Buttermilk**

100 lb. Paper Lined Sacks

**Dry Skim Milk**

Paper Lined Barrels

**Cod Liver Oil  
and Meal**

FEED FORMULAS

FEED PLANT EQUIPMENT

FEED SYSTEM ENGINEERING

**S. T. EDWARDS & CO.**  
110 S. Dearborn St. Chicago, Ill.

## WHY-A-LEAK —STOP IT—

**BAD ORDER CARS**

cause the loss of many hard earned dollars to shippers of grain and seed. MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

**KENNEDY SYSTEM** of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

**WILL YOU NOT** give us an opportunity to submit full details of our system and the low cost for this protection?

**THE KENNEDY CAR LINER &  
BAG COMPANY**

**SHELBYVILLE, IND.**

Canadian Factory at Woodstock,  
Ontario

## ELEVATORS — CONVEYORS

**Caldwell Products**

Power Transmission Machinery  
—Bearings, Shafting, Pulleys,  
Machine Molded Gears, Cut  
Gears, Chains and Wheels

**Designed and Built for Dependable Service.**

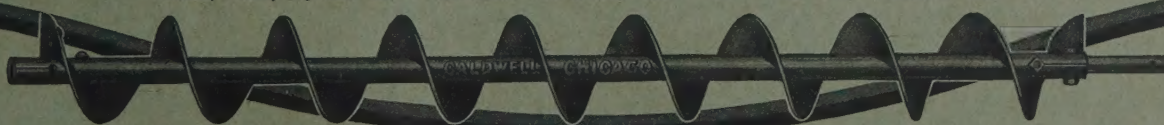
**To Handle All Kinds of Materials Economically.  
Quick Service. Personal Attention. Satisfaction.**

**H. W. CALDWELL & SON CO.** LINK-BELT COMPANY, OWNER

Dallas, Texas, 810 Main St. CHICAGO, 1700 S. WESTERN AVE. New York, Woolworth Bldg.

**Caldwell Products**

Elevating and Conveying Machinery — Car Spotters, Gear Housings, Belt Conveyors, Chain Conveyors, Elevator Buckets, Boots and Casings, etc.



### "THE CLIMAX" SCOOP TRUCK

CAPACITY { 200 Lbs. Coal  
                  { 2 1/2 Bushels Grain

Can easily add Twenty-Five cents an Hour to the value of a man's time who uses it in unloading Coal or Grain from box cars.

Hence, in two weeks' use the Scoop-Truck will pay for itself and cost you nothing for its use thereafter. It will last for years and save the wearing out of a dozen common scoops in doing a like amount of work.

Hundreds have tried it and will certify to the truth of these statements. Why not order now and let the Scoop-Truck be giving itself to you?

PRICE: \$15.00 F. O. B. cars at factory

Detroit Scoop Truck Co., 993 Osborne Place, Detroit, Mich.

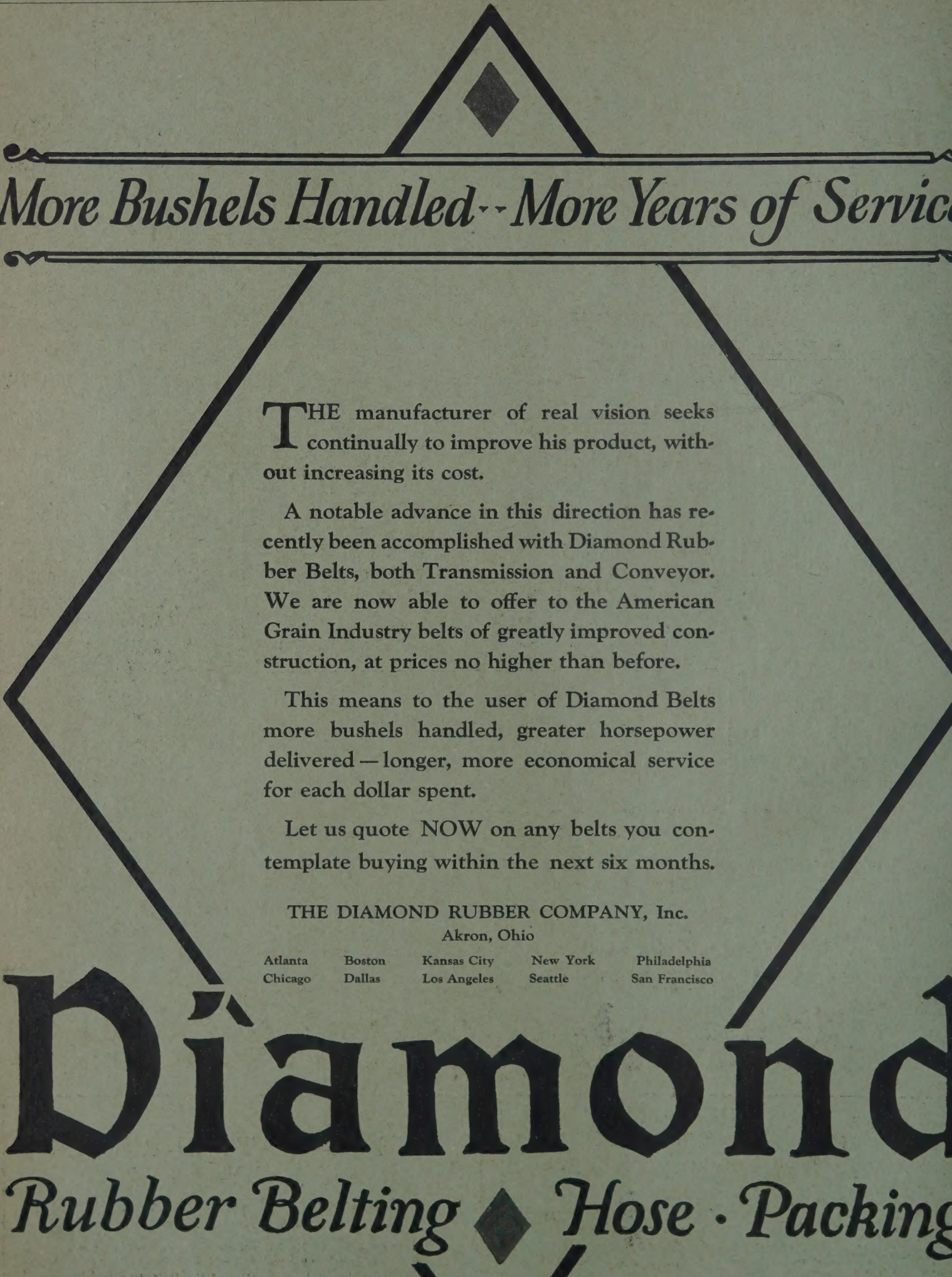
## THE MANHATTAN RUBBER MFG. COMPANY

Executive Offices and Factories  
Passaic, New Jersey

Manufacturers of Mechanical Rubber Goods of all kinds.  
Specialists on Conveyor and Elevator Belting

Branches in leading cities of the United States





## *More Bushels Handled--More Years of Service*

THE manufacturer of real vision seeks continually to improve his product, without increasing its cost.

A notable advance in this direction has recently been accomplished with Diamond Rubber Belts, both Transmission and Conveyor. We are now able to offer to the American Grain Industry belts of greatly improved construction, at prices no higher than before.

This means to the user of Diamond Belts more bushels handled, greater horsepower delivered—longer, more economical service for each dollar spent.

Let us quote NOW on any belts you contemplate buying within the next six months.

THE DIAMOND RUBBER COMPANY, Inc.  
Akron, Ohio

Atlanta	Boston	Kansas City	New York	Philadelphia
Chicago	Dallas	Los Angeles	Seattle	San Francisco

# Diamond

*Rubber Belting* ♦ *Hose · Packing*



SEVENTY-FIFTH ANNIVERSARY

*To Our Friends*

—In the grain trade who have made possible the continuous activity of this firm since its establishment in 1852, we extend special greetings at the time of this, our seventy-fifth anniversary.

GEORGE S. DOLE, President  
FRANK HAINES, Sec. and Treas.

**J. H. DOLE & COMPANY**

327 South La Salle Street, Chicago, Ill.

Branch Offices: 23 Chamber of Commerce, Peoria, Ill.  
303 Merchants Exchange Bldg., St. Louis, Mo.

*Consignments and Hedging Orders in Futures*

SEVENTY-FIFTH ANNIVERSARY

**HESS  
PNEUMATIC  
GRAIN  
DRIERS**

Used everywhere.

**NONE BETTER**

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

**Hess Warming & Ventilating Co.**

1210 So. Western Ave., Chicago

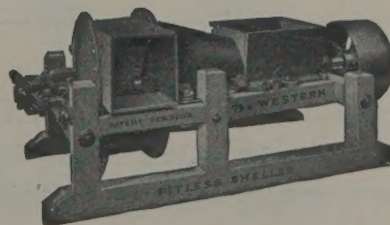
**Hess Drier Company of Canada, Ltd.**

Theodore Kipp, Managing Director,  
68 Higgins Avenue, Winnipeg, Manitoba

**ARE YOU READY  
TO  
RECEIVE CORN?**

WE CAN FURNISH ANYTHING YOU  
NEED TO PUT YOUR PLANT IN  
FIRST CLASS CONDITION

**WESTERN**  
**Grain Elevator Machinery**  
**Shellers and Cleaners**



UNION IRON WORKS, DECATUR, ILL.



# The Indianapolis Market

Receipts of grain during the last ten years have nearly trebled in volume, in the Indianapolis market, due to its advantages, its splendid railroad facilities. Prompt returns on shipments is one of the attracting features, another its large local consumption of grain by its corn and flour mills and its manufacturing industries. In the past year its elevator storage has been increased about one and a half million bushels, and offer excellent drying facilities. Another feature not to be overlooked is the efficient inspection department. Some of the other advantages the market offers shippers north, northwest, west and southwest, is a choice of competitive bids and outlets to interior points, Ohio river crossings, the south, and southeast, in addition to eastern offers.

Being on the logical trend of movement and within quick and easy reach of origin points, together with excellent transportation service in all directions, Indianapolis has much to offer her Indiana patrons within the radius of workable rates. A wider distribution commanded than any other market.

The following receivers are represented by membership in the Indianapolis Board of Trade

## BERT A. BOYD GRAIN CO.

The Indianapolis Commission House  
*"Consignments Our Hobby"*  
 We Never Buy for Ourselves—We Always Sell for You

## FRANK A. WITT CO.

Grain Commission                      Sales Made to Arrive

## The Cleveland Grain & Milling Co.

OPERATING FOUR TERMINAL ELEVATORS  
*Mighty Good Consignment Service*  
 Ed. K. Shepperd, *Manager*

## H. E. KINNEY GRAIN CO.

COMMISSION—BROKERAGE

## THE BINGHAM GRAIN COMPANY

Receivers and Shippers of  
 GRAIN

## HAYWARD-RICH GRAIN CO.

GRAIN COMMISSION  
 BOARD OF TRADE BLDG.  
 Main 6348

H. J. BERRY, Pres.                      J. W. JORDAN, Sec'y-Treas.

## THE NATIONAL ELEVATOR CO.

OPERATORS OF THE VANDALIA ELEVATOR  
 Track Buyers                      Consignments Solicited

## THE LEW HILL GRAIN COMPANY

*Incorporated Capital Stock \$50,000*  
 GRAIN  
 COMMISSION - BROKERAGE                      Phone, Main 3886

SERVICE                      EFFICIENCY                      COURTESY

## HART-MAIBUCHER CO.

GRAIN COMMISSION  
*Our success is measured by your satisfaction of our service*

## STEINHART GRAIN COMPANY

COMMISSION  
 Sales to Arrive  
 Satisfaction Returned for Every Shipment Received

## LACKEY GRAIN CO.

Consignments Solicited

Receivers and Shippers  
 Telephone Riley 2548

Track Buyers



# WELLER

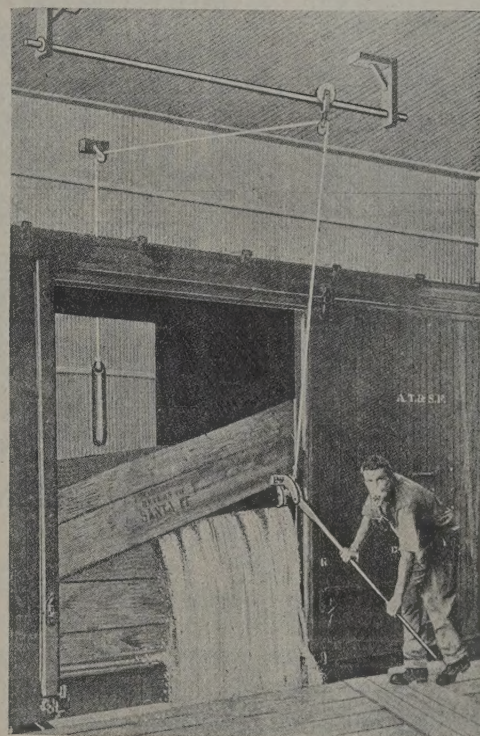
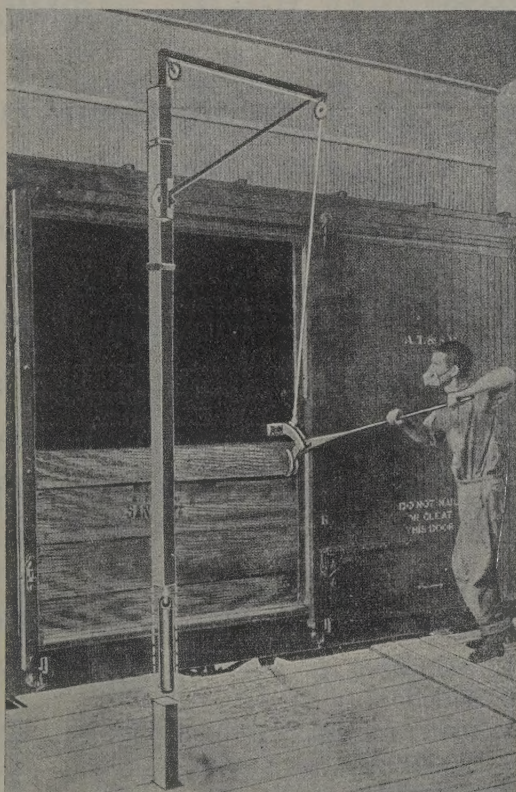
## GRAIN HANDLING EQUIPMENT

### WHITE'S GRAIN CAR DOOR OPENER



A few of the  
Weller Products

Apron Conveyors  
Belt Conveyors  
Drag Conveyors  
Mixing Conveyors  
Spiral Conveyors  
Bucket Elevators  
Elevator Buckets  
Elevator Boots  
Elevator Casing  
Elevator Heads  
Barrel Elevators  
Sack Elevators  
Elevator Spouts  
Loading Spouts  
Dock Spouts  
Truck Dumps  
Wagon Dumps  
Hoppers  
Power Shovels  
Car Pullers  
Rope Drives  
Pulleys  
Hangers  
Friction Clutches  
Chain  
Sprockets  
Etc.



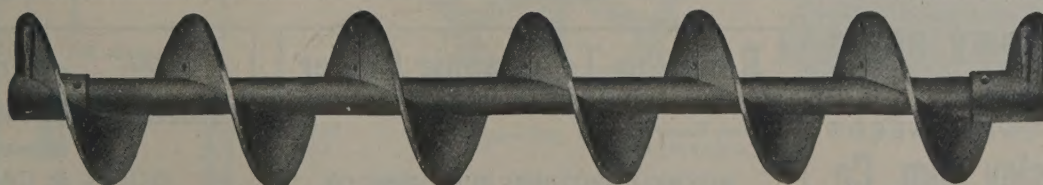
### SAVES TIME—SAVES LUMBER

No complicated parts to get out of order

Strong and substantially constructed  
Made entirely of forged steel  
Will last a life time  
Quickly and economically installed  
Operated by one man  
Under full control of the operator  
Does not interfere when loading as it can be  
swung out of the way and hooked to the wall

Comments from some of the users:  
"We find that it is one of the best devices of  
this kind we have ever tried."  
"Your Car Door Opener is all that you claim  
for it."  
"The fact that we have ordered another is the  
best indication of the satisfaction we got out of  
the first one that we ordered and might add, are  
still getting service we are highly satisfied with."

Send for Car Door Opener Circular



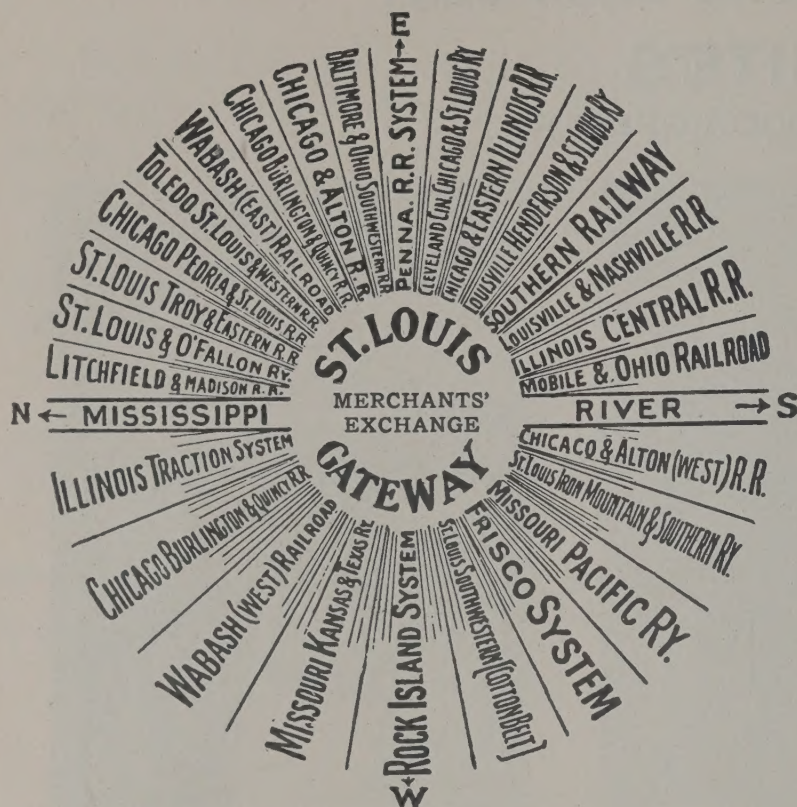
Weller Made Spiral Conveyors—Give the Service—Write for Prices

# WELLER MFG. CO.

1820-1856 N. Kostner Ave.  
CHICAGO



# ST. LOUIS, MO.



Within a radius of 25 Miles—Center of Corn Production.  
Within a radius of 250 Miles—Center of Oat Production.  
Within a radius of 135 Miles—Center of Farm Area.  
Within a radius of 100 Miles—Center of Farm Valuation.  
Within 175 Miles—Center of Population, United States.

# St. Louis One of the Greatest Primary Grain Markets in the United States

More than One Hundred Million  
Bushels of Grain Received  
Annually

# Movement of Grain by Barge from St. Louis to New Orleans for Export a Factor in Grain Trade

## St. Louis Leading Consignment Market in United States

## Nanson Commission Co.

(UNINCORPORATED)

## GRAIN AND HAY

**Write Us for Full  
Information on  
St. Louis Markets**

202 Chamber of Commerce

**ST. LOUIS**

## Consignments a Specialty

# Toberman Grain Company

## GRAIN, HAY AND SEEDS

A long established house, energetic, enterprising and alert for your interests.

Let us handle your consignments

### 300 Merchants Exchange

**ST. LOUIS, MO.**

## "THE CONSIGNMENT HOUSE OF ST. LOUIS"

**GRAIN, HAY and GRASS SEEDS**  
**Picker & Beardsley Com. Co.**

125 MERCHANTS EXCHANGE

## Robinson Telegraphic Cipher

Revised Edition

Cloth Binding . . . . .	\$2.00
Leather Binding . . . . .	2.25

MITCHELL BROTHERS PUBLISHING CO.

431 S. Dearborn Street

Chicago, Ill.

**SEO. C. MARTIN, JR.**      **FRED C. HOOSE**      **P. C. KNOWLTON**  
 President      Vice-President      Sec'y & Treas.

## Martin & Knowlton Grain Co.

## Successors to

**GOFFE & CARKENER CO.**

Suite 516 Merchants Exchange, St. Louis, Mo.

# GRAIN

# MARSHALL HALL GRAIN COMPANY

HANDLED ON COMMISSION  
BOUGHT TO ARRIVE  
SOLD FOR SHIPMENT  
EXPORT

## ST. LOUIS

## For Milling Wheat

**Come to St. Louis**

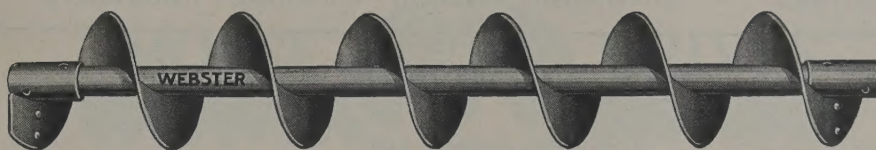
Best Grades of Soft Winter and Hard Red Wheat always available. Millers for years have found the St. Louis Market most satisfactory for wheat supplies.

### The Winter Wheat Market

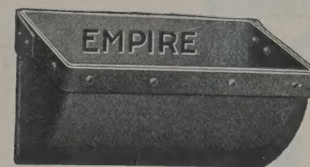




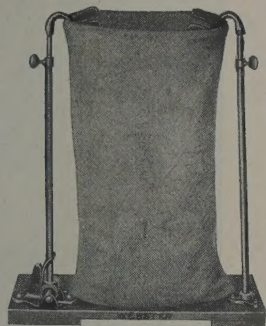
Buffalo Elevator Bucket



Steel Screw Conveyor



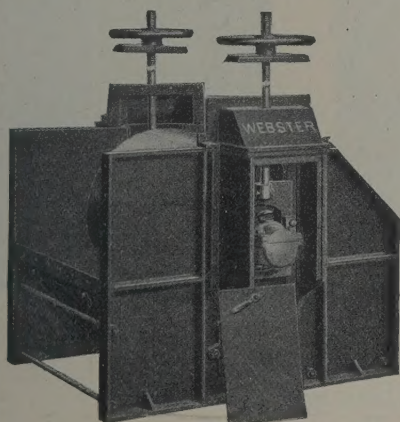
Empire Elevator Bucket



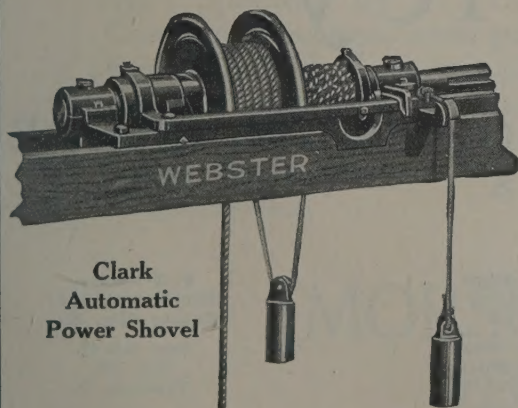
Moshier Bag Holder



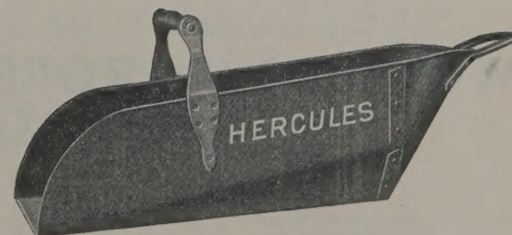
Champion Flour Scoop



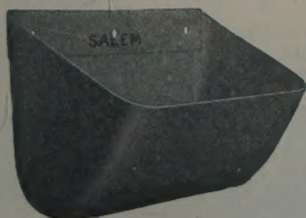
Elevator Boot

Clark  
Automatic  
Power Shovel

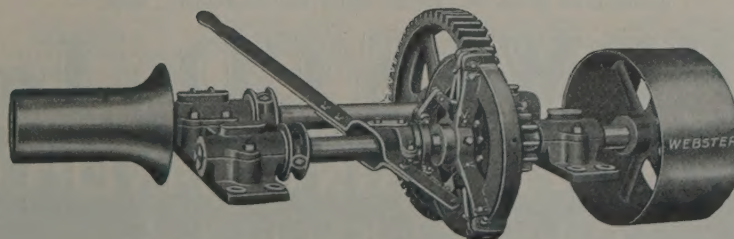
Sprocket Wheel



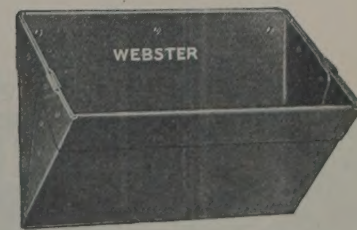
Hercules Grain Scoop



Salem Elevator Bucket



Car Puller



Minneapolis "V" Elevator Bucket

## Webster Grain Handling Equipment

WHETHER your requirements are for elevator buckets, sprockets, chains, bearings, friction clutches, elevator boots, car pullers, grain scoops, power shovels, or complete equipment for handling grain, flour and feed, Webster offers you an opportunity to obtain the best.

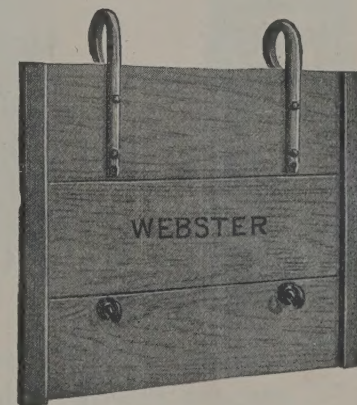
Our forty-nine years' experience in designing and manufacturing grain handling equipment has enabled us to produce only that which is recognized as superior.

No matter what your grain handling problem is, Webster equipment, plus our engineering staff, will more than likely lead you out of your difficulties. Catalog showing our complete line of grain handling equipment sent on request.

THE WEBSTER MFG. COMPANY  
1856 N. Kostner Ave.  
CHICAGO



Car-Loading Spout

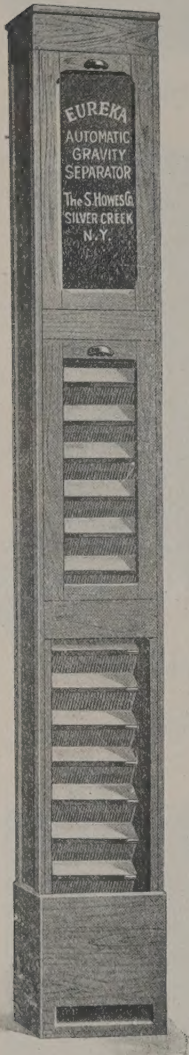


Power Shovel Scoop





"Eureka" - "Invincible" Grain Cleaning Machinery



Single Machine

## "EUREKA" "INVINCIBLE" GRAVITY SEPARATOR

*familiarly known as the*  
**NEEDLE SCREEN**

Ideal for separating slim grains and small seeds from fat kernels. In its descent, the grain tumbles over a series of vibrating needle screens. Seeds and thin, light, underweight kernels drop through the spaces between the needles. The larger, heavier, sound grain rides over the ends of the needles and comes out CLEAN.

**Gravity and Vibrating Needles do the work**

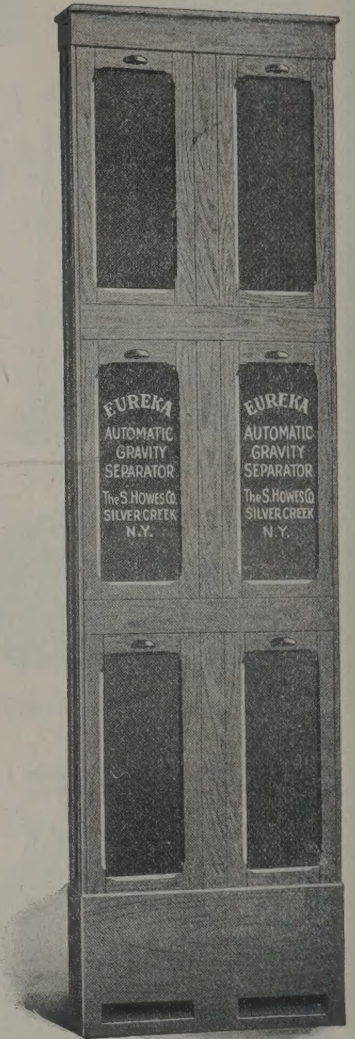
The vibrating needles prevent clogging or filling up of the screens.

**Self-acting      Requires no power      No moving parts**

A splendid machine for separating

**Wild Oats, Immature Kernels, Seeds, etc.**

from



Double Machine

# Light Barley

*Manufactured by*

**WORLD'S LARGEST PRODUCERS OF HIGH GRADE  
GRAIN CLEANERS**

**REPRESENTATIVES**

Edward P. Lacey  
6645 Stewart Ave.  
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Sinks Grove,  
W. Va.

Geo. S. Boss,  
Grand Hotel,  
New York City

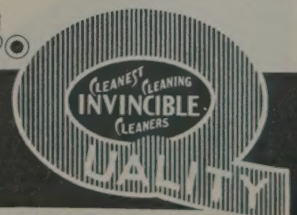
F. E. Dorsey,  
3850 Wabash Ave.,  
Kansas City, Mo.

Bert Besley,  
Box 363,  
Fremont, O.

Strong-Scott Mfg. Co., 413 So. Third St., Minneapolis, Minn.

## S. HOWES CO., Inc.

**INVINCIBLE GRAIN CLEANER CO.  
SILVER CREEK, N.Y.**



**"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY**





## Morse Drives in America's Finest Elevators



New 1,000,000-Bushel Unit of Katy Elevator, Kansas City, Mo.

To meet the growing demand for increased storage and handling facilities, the Katy Elevator, Rosedale, Kansas City, Mo., operated by the Uhlmann Grain Company, has been enlarged to 2,250,000 bushels. Both the original structure and the new unit were constructed by James Stewart & Co., of Chicago, and a Morse Silent Chain Drive was included in the specifications.

Morse Drives are 98.6% efficient, positive, flexible, ideal for short centers. One-tenth or 5,000 H.P., the same dependable results are possible.

Publication No. 28 illustrates and describes many applications of Morse Silent Chain Drives in prominent elevators. Address the nearest office for a copy.

## MORSE CHAIN COMPANY ITHACA, N. Y., U. S. A.

ATLANTA, GA.....702 Candler Bldg.  
Earl F. Scott & Co.  
BALTIMORE, MD.....1002 Lexington Bldg.  
BIRMINGHAM, ALA.....Moore-Handley Hdwa. Co.  
BOSTON, MASS.....141 Milk St.  
BUFFALO, N. Y.....Ellicott Square Building  
CHARLOTTE, N. C.....404 Commercial Bank Bldg.  
CHICAGO, ILL.....112 W. Adams St.  
CLEVELAND, OHIO.....421 Engineers Bldg.

DENVER, COLO.....211 Ideal Bldg.  
DETROIT, MICH.....7601 Central Ave.  
LOUISVILLE, KY.....516 W. Main St.  
E. D. Morton Co.  
MINNEAPOLIS, MINN.....413 Third St.  
Strong-Scott Mfg. Co.  
NEW ORLEANS, LA.....Queen & Crescent Bldg., 334 Camp St.  
A. M. Lockett & Co., Ltd.

NEW YORK, N. Y.....50 Church St.  
OMAHA, NEB.....727 W. O. W. Bldg.  
D. H. Braymer Equip. Co.  
PHILADELPHIA, PA.....803 Peoples Bank Bldg.  
PITTSBURGH, PA.....Westinghouse Bldg.  
SAN FRANCISCO, CALIF.....Monadnock Bldg.  
ST. LOUIS, MO.....2137 Railway Exchange Bldg.  
TORONTO, 2, ONT., CAN.....50 Front Street, E.  
Strong Scott Mfg. Co.  
WINNEPEG, MAN., CAN.....Dufferin St.  
Strong Scott Mfg. Co.







# FIRST NATIONAL BANK OF CHICAGO

*Statement of Condition at Close of Business December 31, 1926*

ASSETS		LIABILITIES	
Loans and Discounts .....	\$212,463,282.11	Capital Stock paid in .....	\$15,000,000.00
United States Bonds and U. S. Certificates .....	377,816.38	Surplus Fund .....	15,000,000.00
U. S. Bonds to Secure Postal Savings Deposits .....	780,000.00	Other Undivided Profits .....	4,419,765.81
Other Bonds and Securities (market value) .....	7,201,127.79	Discount Collected but not Earned .....	1,050,551.81
Real Estate (Bank Building) .....	4,549,339.93	Dividends Declared but Unpaid .....	824,136.50
Federal Reserve Bank Stock .....	900,000.00	Reserved for Taxes .....	3,108,651.41
Customers' Liability Account of Acceptances .....	4,744,446.45	Liability Account of Acceptances .....	6,109,438.87
		Time Deposits .....	\$22,004,481.88
		Demand Deposits .....	236,280,720.32
			258,285,202.20
		Liabilities other than those above stated	1,116,297.94
			<u>\$304,914,044.54</u>
CASH RESOURCES		Contingent Liabilities	under Commercial and Travellers Letters of Credit Guaranteed by Customers \$ 6,375,809.99
Due from Fed. Res. Bank \$25,071,671.46			
Cash & Due from Banks 48,684,729.86	73,756,401.32		
Other Assets .....	141,630.56		
	<u>\$304,914,044.54</u>		

# FIRST TRUST AND SAVINGS BANK

*Statement of Condition at Close of Business December 31, 1926*

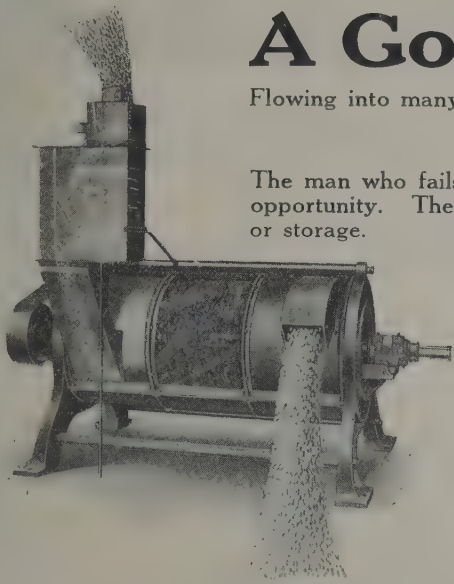
ASSETS		LIABILITIES	
Bonds and Securities .....	\$48,926,728.27	Capital Stock .....	\$ 7,500,000.00
Time Loans and Discounts .....	45,425,565.39	Surplus Fund .....	7,500,000.00
Federal Reserve Bank Stock .....	450,000.00	Other Undivided Profits .....	3,994,972.21
Bank Premises (Equity) .....	4,451,599.65	Reserved for Interest and Taxes .....	3,314,855.28
Demand Loans .....	\$31,602,236.79	Liability as Endorser on bills purchased and sold .....	3,866,390.42
Due from Fed. Res. Bank 5,168,743.10		Time Deposits .....	\$95,229,308.14
Cash & Due from Banks. 12,104,832.34	48,875,812.23	Demand Deposits .....	25,798,741.12
			121,028,049.26
Other Assets .....	288,054.51	Liabilities other than those above stated	1,213,492.88
	<u>\$148,417,760.05</u>		<u>\$148,417,760.05</u>

Combined Capital, Surplus and Profits .....	\$ 53,414,738.02
Combined Deposits .....	379,313,251.46
Combined Resources .....	<u>453,331,804.59</u>

Frank O. Wetmore, Chairman  
Melvin A. Traylor, President

Dearborn, Monroe  
and Clark Streets



Smutty WheatClean Wheat**A Golden Stream of Profit!!**

Flowing into many mills and elevators is a stream of gold, propelled by a steady, reliable force.

**Is it flowing your way?**

The man who fails to take the profit that results from cleaning smutty wheat is overlooking a big opportunity. There is a sure, simple way to put smutty wheat into first class condition for milling or storage.

—WOLF-DAWSON—  
**WHEAT WASHER AND DRIER**

The owner of an elevator that is equipped with a Wolf-Dawson can receive smutty wheat, wash it thoroughly at small expense, and pocket the dockage charge. This is being done every day in other elevators. You can do it in yours.

**See for yourself what it does.**

*If you have not received one of our cartons, showing samples taken from a carload of smutty wheat before and after washing, there is one waiting for you. Write for it.*

A Product of

**The Wolf Company**

64 Commerce St.  
Chambersburg, Pa.

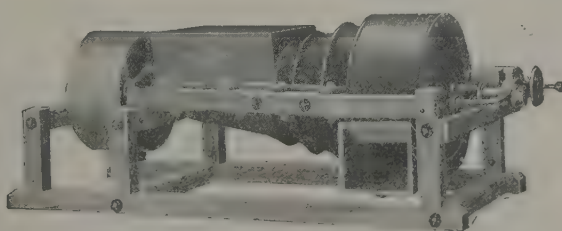


**Get Your Grain in—and the Farmer Out—in a Hurry. The Cost Is No More.**

Here is your combination for speed and insurance against the costly "Choke-up."

The U. S. Chain Conveyor and Feeder  
The U. S. Pitless Corn Sheller  
The U. S. "V" Type Elevator Bucket

We build our chain feeders to deliver the capacity of U. S. sheller which is sufficient endorsement of durability and capability.

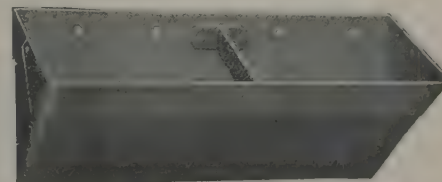


The "V" bucket completes a U. S. Sheller installation by giving the increased elevating capacity required. Manufactured in all sizes with dies stamping the bucket at one operation from a single sheet of metal.

Priced accordingly

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"The U. S. Sheller has devoured everything from cog wheels to 40 feet of drag chain and seems to like it. Leaves the cobs cleaner and in better size than other shellers we are operating."



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Built in two sizes, No. 2 with 30 h. p. motor; No. 3 with 50 h. p. motor, each operating at 3450 r. p. m. under full load.

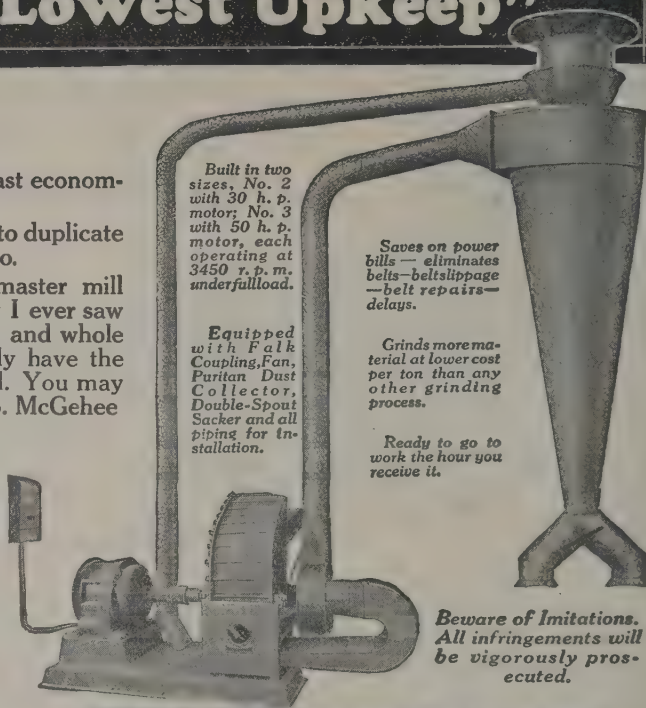
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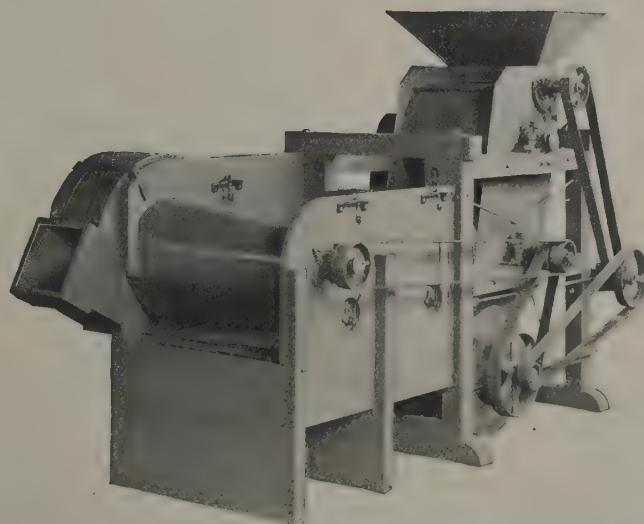
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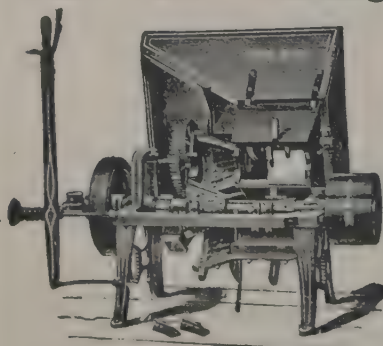
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to tell you the exact condition of  
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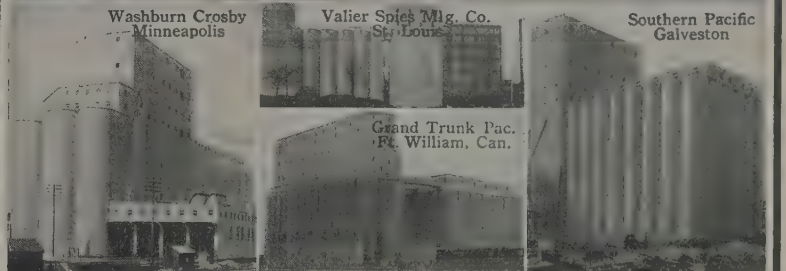
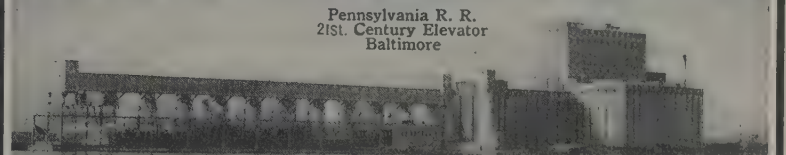
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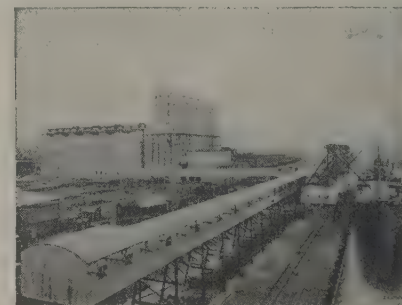
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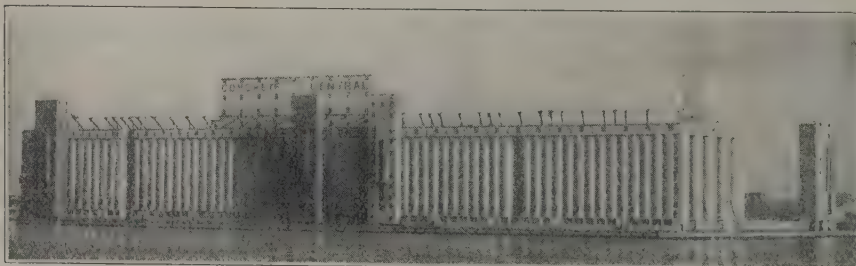


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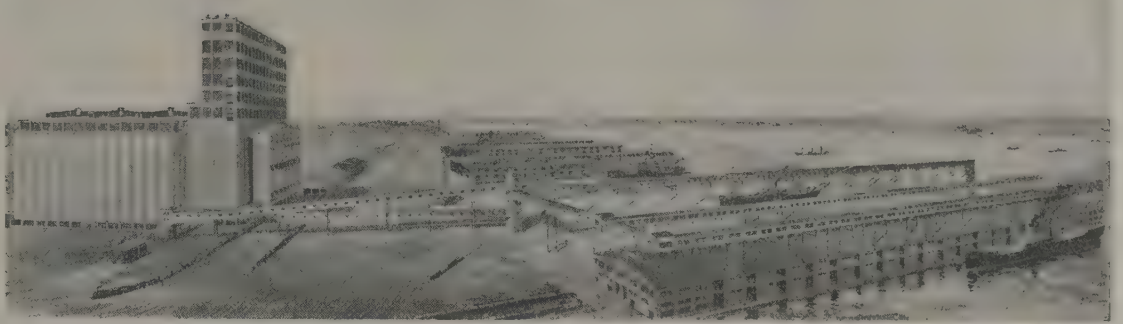
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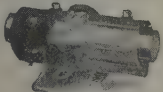
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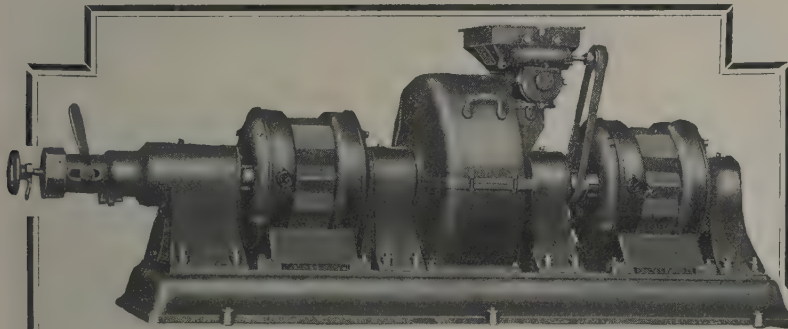
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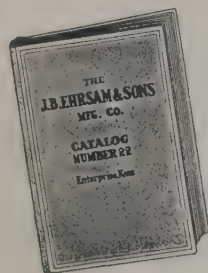
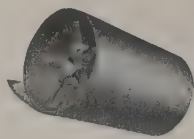
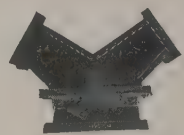
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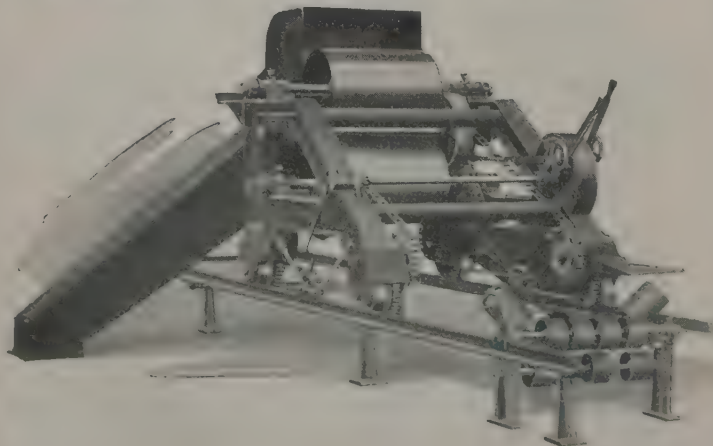
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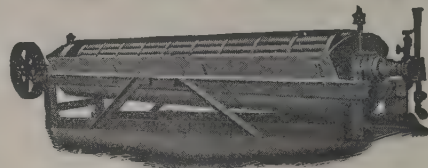
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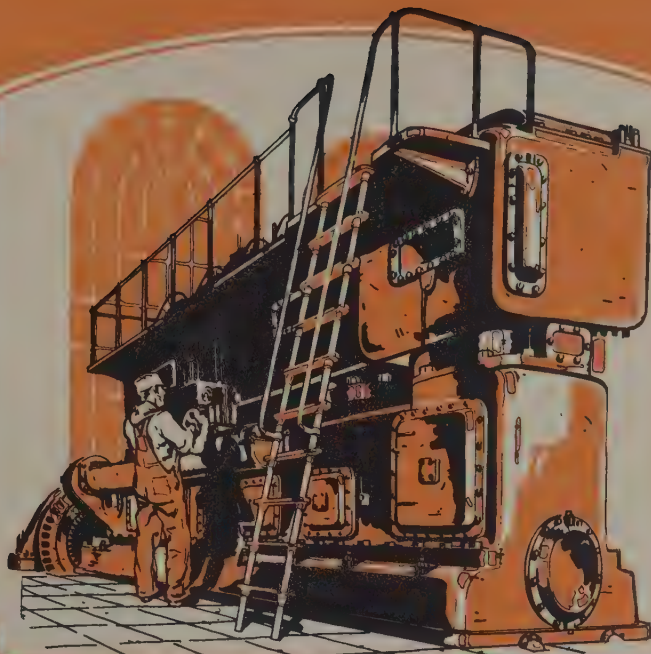
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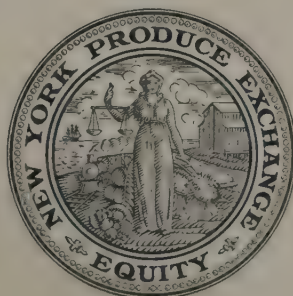
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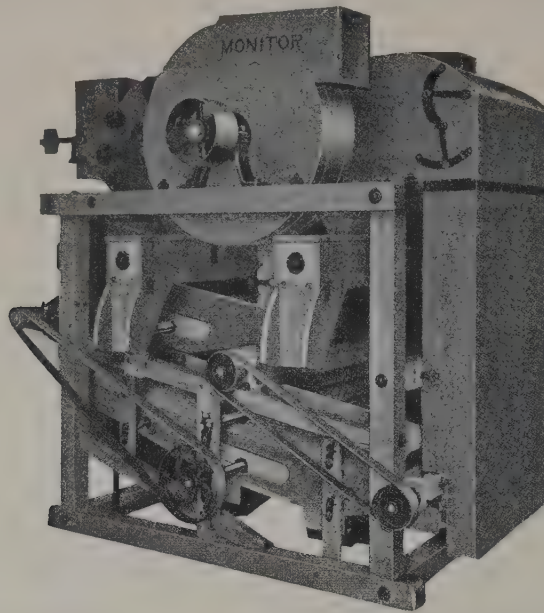
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A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.  
English and Foreign subscription, \$1.75 per year.

Established in 1882.

VOL. XLV

CHICAGO, ILLINOIS, FEBRUARY 15, 1927

NO. 8

## Shippers Join in Making Event of Chicago Receiver's Seventy-Fifth Anniversary

### Oldest Illinois Grain Commission House Receives Congratulations and Increasing Commitments from Many States—St. Louis and Peoria Offices Prosper

SOME of the most highly valued, though unlisted assets of J. H. Dole & Co., Chicago, Ill., are the roots of goodwill which run back through three generations of America's grain trade, and spread far out into the soil of the world's richest grain land—into Minnesota, Wisconsin, the Dakotas, Iowa, and Illinois. It has been a matter of mutual loyalty between this oldest Chicago grain commission house on the one hand and the country shippers in those states on the other, that has made possible the continuous activity of this concern over a span of 75 years.

The president of the company is George S. Dole, son of James H. Dole who founded the business, in 1852, after 13 years' association in the grain business with his uncle, senior partner in the firm of Newberry & Dole, established in 1839. For 88 years then, the name of Dole has been identified with Chicago's grain trade. The prestige of the name remains unquestioned. Frank Haines is now secretary-treasurer of the corporation, and John H. Brooks is assistant secretary. Mr. Haines, who filled the place left vacant by the death of H. N. Sager, an ex-president of the Chicago Board of Trade, has made an enviable record in the grain world since his entry into the firm four years after its incorporation. He completes his twenty-first year with the company in August of this year.

Representing the J. H. Dole & Co. headquarters in Chicago, and the branch offices in Peoria, Ill., and St. Louis, Mo., are several men, widely known to the Middle West's grain trade. Harry R. Sawyer, Illinois solicitor, has served with great success in this connection for 18 years. His record is topped by that of W. M. Christie, solicitor in Iowa, who has had a 40-year contact with the grain trade. For 23 of the 40 years he has been in George S. Dole's organization. Mr. Christie is perhaps the

dean of all grain men who travel regularly out of Chicago.

C. A. May, who represents the company in Minnesota and South Dakota principally, is another veteran of the Dole organization. Joseph H. Sheridan, manager of the Peoria office, finishes his first 20 years with the company this April. Perhaps in no other field of work does a long term of association with a single concern mean such an advantage



GEORGE S. DOLE

as in grain commission operations. Shippers come to know that the field men are well-established, responsible representatives of the company, on whom they can rely. And they do.

The parallel growth of the Middle West and the Dole enterprise was given a striking illustration at the time of the Chicago Pageant of Progress a few years ago. On exhibit was a model of the first grain shipment by boat out of Chicago. The model showed the warehouse of Newberry & Dole, as pictured at the left, as it appeared on October 9, 1839. In the foreground was the brig, *Osceola*, bound for Black Rock, N. Y., receiving what was then quite a sizable shipment, 1,678 bushels. That shipment of what would amount today to little over a carload, was a cargo that made history. Lake commerce was born. An Aladdin's lamp had been

rubbed, and Chicago's population sprang from 4,000 in 1839, up toward the 4,000,000-mark. In less time than it takes to read this far into this story, 10,000 people pass over the double-decked Michigan Avenue bridge across the Chicago River. It is where the foundations of this bridge are anchored on the north bank, that the old grain warehouse of Newberry & Dole stood. And one report says that they had to tear down a wigwam when clearing the site.

Prices paid for wheat at that time fluctuated sedately between 50 and 60 cents per bushel. Farmers hauled their grain in sacks borrowed from the warehouse for that purpose. The full sacks were weighed and hoisted to the top floor by straps. Man power was used to carry the full sacks to flat bottom bins and empty them.

A long wooden spout with a large opening at the head and a small opening at the bottom, equipped with a shut-off slide, carried the grain by gravity from the third story of the warehouse to the dock. A bucket line dumped the grain from the bins into the large end of the spout after the manner of a bucket brigade at a fire. At the bottom of the spout the grain was weighed into wooden boxes equipped with handles at both ends. Each box held four bushels and was emptied into the hold of the vessel by two men.

This method was in use but a short time, being superseded by a belt carrying buckets and operated by a horse on a tramway. Steam-power replaced the horse in 1848.

By the year 1882, the Dole interests had pros-



NEWBERRY & DOLE GRAIN WAREHOUSE, 1839



ARMOUR, DOLE & CO. ELEVATOR, CHICAGO, 1882



pered greatly, and figured prominently in Chicago's grain trade. Among the 23 principal Chicago elevators, whose total capacity was 23,000,000 bushels, Messrs. Armour, Dole & Co., owned five which handled all the grain brought in over the granger line, the C. B. & Q. Railroad. On the foregoing page is a reproduction of an engraving prepared for this publication in 1882, showing Elevator "C" of the Armour-Dole group. It was situated at the foot of Brown Street, on the south branch of the Chicago River. The business conducted by Armour, Dole & Co., was related, yet separate, from that of J. H. Dole & Co. J. H. Dole was the man connected with both concerns.

Elevator "C" was built in 1873 at a cost of \$300,000. In the item of lumber, 4,000,000 feet were used. Sixteen cars could be unloaded at once, the operation requiring 20 minutes, making a total receptive capacity of 480 cars or 192,000 bushels in 10 hours. Fine as this elevator was in its time, it is a small matter compared to present day facilities in the terminal markets.

Upon the death of J. H. Dole, in 1902, the company was incorporated. After 25 years of corporate life and three-quarters of a century of continuous operation under the management of one family, J. H. Dole & Co. has a history to its credit which is tribute to both father and son. The aggressive management of the company at present, under the direction of Mr. Dole and Mr. Haines, is prophetic of the further perpetuation of the company.

## GRAIN EXPERTS PROMOTED

The development of grain marketing studies, grain market news, as well as the administration of the grain standards and warehouse laws, are among the new duties of C. W. Kitchen, recently appointed assistant chief of the Bureau of Agricultural Economics. He succeeds L. S. Tenny who has been appointed by Secretary of Agriculture Jardine, as chief of the bureau.

## LOW RATE FOR "MAGIC CITY"

A decision that the Birmingham, Ala., Chamber of Commerce says will make Birmingham the largest grain market in the Southeast has been handed down by the Interstate Commerce Commission. The decision reduces grain rates to Birmingham from western territory by seven cents per 100 pounds.

The decision follows a 10-year fight by the Birmingham Traffic Association. Since the Traffic Association was first organized in 1917 there has been a continuous fight before the Interstate Commerce Commission involving the grain rates from western territory, as well as Ohio River crossings to Birmingham.

It has been the contention of the Birmingham grain men that the existing rates to Birmingham are not only unreasonable, but that they were not properly aligned with the Mississippi Valley territory, including such points as Meridian, Mobile, Pensacola, New Orleans, etc. Heretofore the association has been able to obtain little relief, in that the railroads have always found some loop hole in the decisions rendered by the Commission to prevent correcting the discriminatory situations of which complaints were made.

## THE RACE FOR THE CUBAN RICE TRADE

Among the leading articles in the foodstuff line imported into Cuba rice takes the first place, an annual average of over 400,000,000 pounds having been received during the past few years. According to official statistics, imports in 1925 went up as high as 452,000,000 pounds with a value of \$14,672,324 which exceeded in about \$2,000,000 value of imports during 1922, 1923 and 1924 severally, and which represent an increase of 60 per cent over 1913 imports which was the last normal year before the war. Although in 1924, 15 different countries were supplying Cuba with rice, the largest volume of im-

ports came from India, Siam, England, United States, Spain and Germany, according to the above mentioned statistics, but some of these markets have been losing their direct business with Cuba.

Although on account of prices and quality, imports from the Orient had obtained considerable pre-eminence over the United States, an increase in imports from this latter source has been noticeable of late. This is confirmed by the official statistics of the Department of Commerce of the United States which show that during the first 10 months of 1926 exports to Cuba were 4,248,649 pounds, while during the same period in 1925 exports were only 878,746 pounds, there being an increase of 3,369,902 pounds in one year. This is explainable by the increase of production in Louisiana. The rice crop in the United States in 1926 was 1,018,000 bushels against 850,000 and 889,000 bushels in 1924 and 1925.

## IOWA ELEVATOR HAS DIVERSIFIED BUSINESS

While no small part of Iowa's fame lies in the fact that it is the state in which "the tall corn grows," one should not overlook the fact that it is also the state in which a very gratifying crop of oats grows annually. And with the development



H. R. KIEFER'S ELEVATOR, STANLEY, IOWA

of cereal milling and increase in consumption of breakfast foods, oats is no longer associated primarily with feeding animals. Grain is beyond a doubt the basis of the natural wealth of Iowa as well as many of her neighboring states. The handling of these vast crops necessitates an intensive development of marketing facilities, and Iowa has been pretty well peppered with country elevators.

Among the elevators which combine a lively feed business with an extensive business in sidelines is the house of H. R. Kiefer, located in Stanley, Iowa. By competent management and close application to the details of the business, Mr. Kiefer has built up a thriving enterprise.

The house is built of two-by-fours, covered with metal, and has a composition roof. It is 80 feet in height and measures 24 feet by 30 feet on the ground level. There are eight main bins, and the aggregate capacity of the elevator is 15,000 bushels of grain. Power is electrical, and the house is equipped with an automatic scale which weighs the grain as it is loaded.

The elevator was built about 12 years ago, and is in excellent physical shape. "Our oats crop," says Mr. Kiefer, "this year was unusually light, but in August, 1925, we shipped 25 cars of oats, and over 100,000 bushels during the year. We also handle considerable corn."

In addition to the elevator, there is a flour warehouse that measures 16 feet by 24 feet, and a seed

room which is 12 by 16 feet. There is also a fanning mill and a feed room, 24 by 36 feet. These buildings are all covered with metal. Eighty feet of coal sheds are also situated on the property, and a corn crib with 2,500 bushels' capacity completes the list of units. There is no feed mill, though it would be easy to install one.

The distance either north or south to the nearest town is 16 miles, and either east or west, six miles. The town itself has two general stores, as well as various other mercantile establishments which make things convenient.

## SEATTLE NEGOTIATES FOR CANADIAN WHEAT

Seattle's growing importance as a wheat shipping center will be given a tremendous impetus if negotiations opened by George Lamping, president of the Port of Seattle Commission, to open this port to Canadian grain growers, are successfully concluded. The hundreds of millions of bushels of grain produced by the farmers of the Prairie Provinces is choking the terminals of the Great Lakes and the Atlantic Seaboard, suggest the westerners, and a large share of this flood of wheat might easily be diverted and handled through the all-year channels of Puget Sound, and Mr. Lamping has appealed to the Canadian wheat pool to use Seattle's public terminals for this purpose, he says.

The farmers of Canada also have been urged to bring pressure upon their Government that the export wheat rate, granted by the Canadian National Railways for eastern ports, may be extended to Seattle. The success of the whole movement depends upon getting the Canadian Parliament to grant this request, Mr. Lamping says.

The Port of Vancouver is the only western outlet for Canadian wheat at this time, and its facilities for handling the trade frequently are so over-taxed that embargo is used to check the shipments. Under Mr. Lamping's plan, the wheat would be brought into huge elevator on Spokane Street. It would be handled into this port after which it would be shipped out again in bond.

## NEW FEDERAL BUILDING FOR DEPARTMENT OF AGRICULTURE

Preliminary sketches for the new six-story building for the Department of Agriculture have been submitted to Assistant Secretary R. W. Dunlap by the Treasury Department. The building will be erected on the square between B and C Streets, and Thirteenth Street and Linworth Place, S. W., in Washington, D. C., at an estimated cost of \$650,000 for the site and \$2,500,000 for the construction work.

Date for beginning construction work has not been set, and only preliminary sketches have been drawn. Nearly two years will be required to complete the structure. During the first year, the entire ground floor will be completed at a cost of \$550,000. During the second year the remaining floors will be erected. The total floor space will be 350,000 square feet.

## ELEVATOR SCANDAL ENDS

Arthur Jensen, assistant superintendent of the New York State Grain Elevator at Gowanus Bay, Brooklyn, N. Y., was found guilty on January 13, of misconduct in office. His subsequent removal from office brings to an end the grain scandal story of which New York papers have made so much in the last six weeks.

The charges that Mr. Jensen had "burned state records, utilized the services of an elevator employe at his home and charged the time to the state, that he mixed dust with grain, and that he was short 1,000 bushels of barley," grew out of an investigation into reports that grain was being stolen from the state. After reviewing the case, F. S. Greene, state superintendent of public works, announced that he held the first charge was not proved, but that the other three were.



## K. C. Gets Million Bushels Added Storage

New Working House and Tanks Double Capacity of "Katy" Elevator, Rosedale, Kan., Giving An Aggregate Storage of 2,248,272 Bushels

WHILE the Uhlmann Grain Company, of Kansas City, is not a very old company, having been formed less than four years ago, it has met with obvious success in its operation of the "Katy Elevator," at Rosedale, Kan. This house has had additions no less than four times in as many years, and it is interesting to note that the same concern designed and built each unit, namely, James Stewart & Co., Inc.

When the original house was designed, particular attention was paid in the layout to the convenience and rapidity with which cars could be han-

new group of storage tanks. Three 36-inch shipping conveyors are located below the old tanks, so arranged that they will spout to either of the two present legs. The flexibility of the elevator is such that any necessary process can be accomplished at minimum operating expense and with no undue delay. The new unit is so well coordinated with the old house that one might easily suppose that the entire plant had been erected at the same time.

The working house which has just been added measures 52 feet in length and 36 feet in width, and it is 181 feet high. Twenty-eight rectangular bins are included in this part of the plant, and these have a total capacity of over 100,000 bushels. The largest group of bins—four in number—hold 9,025 bushels, and the others range in size down to the smallest group—eight bins holding a little more than 2,000 bushels. A square unit for storage is situated between the working house and the

have a height of 120 feet and the cupola is 8½ feet high.

There are seven tanks which have a capacity of 28,650 bushels each; 14 have a capacity of 28,250 bushels each; 12 of the interspace units can hold 14,725 bushels each and two of the interspace bins hold 3,330 bushels each. This gives the annex an aggregate capacity of over 779,000 bushels. Adding to this the working house capacity and that of the square storage, it gives a total of 998,272 bushels for the addition just completed. In the old house there were 68 cylindrical and interstice units, with 24 in the old working house. The total capacity was 1,250,000 bushels, which, added to the new capacity, gives a grand total at present of 2,248,272 bushels.

Though separated from the working house by concrete walls, the drier is built directly into the working house. There is no direct communication, and in order to pass from the elevator into the drier it is necessary to use steel platforms situated outside the house. The explosion hazard and the usual fire risks are reduced to a minimum by this means.

The special cleaner floor is located half way up in the working house, and the cleaners, clippers

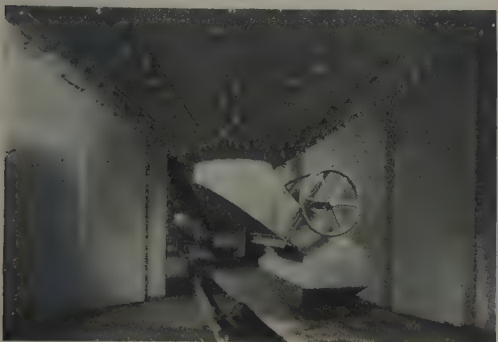


ELEVATOR HEADS AND DRIVES

dled. As a result, the switch tracks were long and had large car capacity, making it possible to handle the cars with a minimum of shuttling. There is easy access to all roads entering Kansas City, so that quick service is assured for both the incoming and outgoing grain trains.

The original plant consisted of a working house, a track shed, a drier house, a dust house and the storage bins. The drier house was placed between the working house and the track shed, while on the opposite side of the working house were loading tracks covered with a wide canopy. The dust house is between the working house and the storage bins, with ample space between all the buildings as a protection against the spread of fire or explosion.

The first unit built was one-half of the working house ultimately contemplated and a storage unit, the two having facilities for storing 1,000,000



STEEL BIN BOTTOM IN "KATY" ELEVATOR

bushels of grain. The storage was increased by about 250,000 bushels in the following year, and other additions—a drier and a wheat washer—were next made. Last summer it was decided that the elevator's business so far exceeded its handling facilities that something would have to be done to take care of the probable increases of the future. It was then decided to build the second unit, bringing the capacity up to 2,248,272 bushels. The second half of the working house was accordingly built and connected up. This was not especially difficult as the original job had been planned in accordance with this policy.

Two 42-inch receiving conveyors now convey grain to the old group of storage tanks, and two similar storage conveyors take the grain to the

bank of cylindrical tanks. This contains some 20 bins of various sizes, aggregating about 118,000 bushels. The individual tanks range from a maximum of 9,540 bushels to a minimum of about 4,500 bushels.

On the cleaner floor there is space for three machines, and thus far one of them has been installed. The one actually installed so far is a No. 10 Invincible Separator, built by the S. Howes Company. It is of the compound shake, steel clad, double receiving type. With medium screens, this machine has a capacity of 2,000 bushels per hour, and with coarse 4,000 bushels, or 3,500 on corn and oats. A 15-horsepower electric motor has been installed to operate this separator.

The cylindrical tanks constituting the latest addition to the elevator are arranged in three rows of seven tanks each. Large interstice bins have been arranged by having the cylinders spaced to provide for them. The inside diameter of the cylinders is 20 feet, and the walls of the bins are seven inches thick. The tank structure measures 167 feet in length. This, added to the length of the square bins and working house, gives the addition a total length of 232½ feet. The tanks

and wheat washer are here. Several carload bins are located above each of them, and also below. This makes constant and continuous service possible without the constant use of an elevator leg. It has been explained that this will make possible night operation with a reduced crew and with the operation of less equipment this necessarily leads to economy when the heaviest periods of operation are under way and should be a material advantage.

Over the two 120,000-pound hopper scales are the garners. They have concrete sides and steel plate bottoms. These are of the solid lever, floor type, with weight lifting devices. Two ball bearing universal spouts are below on the distributing floor, arranged for loading the conveyor belts. Three carloading spouts extend outside. One is fixed for each of the shipping tracks and there is one on the receiving track.

And speaking of the shipping and receiving tracks—the car shed is a steel structure covered with corrugated steel, with galvanized siding and tile roof. There is a car-puller, which has been provided with a 50-horsepower motor. Under each of the two tracks there is a 2,000-bushel



NEW WORKING HOUSE AND STORAGE UNIT OF UHLMANN GRAIN COMPANY'S "KATY" ELEVATOR, ROSEDALE, KAN.



hopper. A single 36-inch belt controls the discharge from the two hoppers. This belt is controlled by an interlocking device. Two shipping tracks are located on the opposite side of the house from this car shed.

The house is equipped with one receiving leg and one shipping leg. These have two rows of 12 by 8-inch buckets of the V-design, staggered 9½-inch centers on a six-ply rubber belt, running 850 feet per minute. One hundred-horsepower motors drive these elevator belts, each being equipped with Stewart-Falk Speed Reduction Gear. The capacity given by the belts is 16,000 bushels each per hour. Each unit consists of a flexible coupling, pinion shaft and bearings, gear and pinion, in oil-tight housing, running in an oil bath. Back stops furnished by the Strong-Scott Manufacturing Company are used with each of the leg head pulleys, and they are lagged with four-ply rubber belting. Steel casings are used and the boot tanks are also steel.

The Budd-Sinks Dust Prevention System has been installed, and in this way dust is eliminated by suction and a great amount of waste which would ordinarily occur is prevented. The house was designed and built by James Stewart & Co., Inc., of Chicago, Ill., of which concern W. R. Sinks is manager for the elevator construction depart-

ment, and T. D. Budd, is chief engineer. Trippers, spouting, elevator buckets and general machinery



SCALE FLOOR OF "KATY" ELEVATOR'S NEW UNIT

were supplied by Sprout, Waldron & Co., of Muncy, Pa. Some equipment was supplied by the J. B. Ehrsam & Sons Manufacturing Company. This

includes certain spouting and the draw-offs. The Weller Metal Products Company furnished the conveyor supports. The Zeleny Thermometer System was installed as a safeguard against heating of the grain. By this means the superintendent is always aware of the condition of the grain and can control the situation from a central point.

Motors of the double squirrel-cage design, having high starting torque and requiring low starting current, are used. They are thus fitted well for starting under load and can be thrown directly across the line without having a severe current inrush. Oil-immersed starters are supplied with all motors. These motors include two 40-horsepower motors for the storage conveyors, three of 30-horsepower for the shipping conveyors, two of 15 horsepower for the receiving conveyor and power shovels, in addition to those for the legs and car puller. The current used is 60-cycle, 440 volts, three-phase.

The motors were all supplied by Fairbanks, Morse & Co., Chicago, and they are all ball bearing. The Morse Chain Company, Ithaca, N. Y., supplied transmission for direct drives. Much has been said lately of the efficiency of chain drives, and they have proven themselves decidedly beneficial when short centers are required, as is indicated by their increased use.

## Canada's Wheat and Its Future

By E. L. CHICANOT

CANADA in 1926 produced the third largest wheat crop in her history, the total yield of that year being surpassed only by that of 1925, when it was barely 5,000,000 bushels higher, and by that of the banner year 1923, when it was exceeded by nearly 70,000,000 bushels. Consistent promise was given throughout the summer of a crop approaching that of the Canadian record, but this was shattered by adverse weather conditions experienced in the periods of harvesting and threshing which materially reduced yields. Even so, in every consideration, Canada and Canadian farmers have every reason to feel satisfied with the wheat crop of 1926 and its returns.

The latest estimate of the Dominion Bureau of Statistics shows that Canada produced 406,269,000 bushels of wheat from 22,768,000 acres in 1926, as compared with 411,375,700 bushels from 21,972,732 acres in 1925, and with 386,864,525 bushels from 22,084,320 acres the annula average for the four years 1922-1925. The average yield per acre over Canada in 1926 was 17.8 bushels, as compared with 18.7 bushels in 1925. The total value of the wheat crop

in 1926 is estimated at \$441,355,000, as compared with \$459,149,200 in 1925, and \$358,981,225 the four-year average 1922-25.

The adoption of so many other phases of agriculture in western Canada and their remarkable development under energetic pursuit has served to distract public attention to some extent from the country's first and fundamental agricultural activity, that of wheat growing, which has been in some danger of being pushed into the background and out of the limelight. The industry, however, progresses and expands as the backbone of western Canadian farming and in 1925, despite the remarkable progress of other branches of farming, the wheat crop accounted for more than 50 per cent of the agricultural revenue of the Prairie Provinces. Acreage increases, production rises, export demand becomes more insistent, and wheat continues to play its leading role in the life of a country it has caused to be termed "The Granary of the Empire."

Despite other ramifications of farming and their advancement, it is generally authoritatively conceded that the future of wheat is the future of

the Canadian West, so that the productive possibilities of that country determine to some extent the expansion which the future will see in the industry and the state of its prosperity. In this connection, the year 1926 was full of interest as tending through various means to bring wheat growing out of the semi-obscurity of overshadowing and throwing fresh and illuminating lights upon the future of the industry in western Canada.

Perhaps the most arresting notice Canadian wheat growing possibilities received in 1926 was when the wheat championship of the North American continent at the Chicago International was awarded an exhibit grown in the Peace River country of northern Alberta, 450 miles north of the international boundary. It had largely faded from recollection, if indeed it were ever very generally known, that as far back as 1876 wheat grown at Fort Chipewyan, north of the 58th parallel, and 800 miles north of the border, secured the first prize at the Centennial Exposition at Philadelphia, and that more recently, in 1893, the prize-winning wheat at the Chicago World's Fair came from the Shaftsbury Settlement, 15 miles from Peace River Crossing. The 1926 achievement drew fresh attention to the possibilities of this northern country and definitely and beyond question placed the



VANCOUVER, THE WESTERN OUTLET FOR CANADIAN WHEAT



wheat belt much farther north than it commonly stands in public opinion.

In passing it is interesting to note that the same Province of Alberta had in some respects a remarkable crop in 1926, in many instances duplicating the banner one of 1923 which for the acreage under crop created a world's record. Above all, after the intermittent heavy rains experienced throughout September and October, which militated against the production of a perfect crop, the securing of the second largest crop in the province's history is broadly regarded as very forcibly demonstrating the outstanding capacity of western Canadian grain to withstand adverse weather conditions while in the stock. The province's most striking achievement in 1926 would seem to have been that of a farmer in southern Alberta who on a piece of specially prepared land measuring three and a quarter acres secured an average of 94 bushels of wheat to the acre. Wheat yields in excess of 75 bushels to the acre were numerous and between 55 bushels and 70 bushels to the acre common.

When world prize wheat has been grown in the Peace River country and farther north, the average individual is brought to wonder what will be the ultimate effect of Garnet and other early maturing wheats which may be developed. Garnet wheat, according to all reports, in its first year fully justified the great expectations deposited in it. The Canadian Minister of Agriculture states that reports from scores of farmers are unanimous

vision must expect to market the greater proportion of her wheat crop abroad, either in the raw state or in the shape of flour.

In the last crop year August 1, 1925 to August 1, 1926, Canada exported 275,464,100 bushels of wheat, a volume in excess of all the other countries of the world combined, the nearest competitor being the Argentine with 86,737,600 bushels shipped, followed by the United States with 74,249,000 bushels, and Australia with 53,850,300 bushels. In the same year Canada also led all countries in the export of flour with a total of 10,896,700 barrels, followed by the United States with 9,570,000 barrels, and Australia with 5,008,700 barrels.

In the calendar year 1926 Canada exported 250,116,414 bushels of wheat with a value of \$362,978,198. Ten years previously, in 1916, wheat exports from the Dominion were 157,745,469 bushels worth \$172,896,445, and 20 years ago, in 1906, 40,339,402 bushels worth \$33,658,391. The United Kingdom took 190,725,586 bushels worth \$261,203,663 and the United States 10,113,328 bushels worth \$14,214,550 in the past year. In 1916, purely under war time stimulus, the United Kingdom took 140,414,411 bushels of Canadian wheat worth \$153,706,244 and in 1906 there were no exports whatsoever to that country from Canada. The United States in 1916 took 8,365,351 bushels of wheat worth \$8,842,441 and in 1906, 831,988 bushels worth \$2,981,608.

These are two great markets to whose future development great significance is attached as be-

months of the last fiscal year China took 216,337 barrels worth \$1,296,652 and in the previous corresponding period of more stable conditions 519,030 barrels worth \$3,225,813.

While there are other important markets for Canadian flour, and others will undoubtedly be developed and expanded, these three are broadly considered to be the most significant ones as far as volume and permanence are concerned. The three taken together are sufficient to give assurance of outlets for the increasing wheat production of the Canadian prairies.

Growing exports to the United States are significant taken in conjunction with the Republic's increasing population and declining agricultural production. Tariffs have never been able to eradicate from the mind of western Canadian producers the conviction that its logical outlet for agricultural production is across the line. The trend of conditions would suggest necessity inevitably bringing this about. Frederick Hudd, Canadian trade commissioner in New York, recently stated that western Canada will one day become the bread basket of the United States and the Hon. T. A. Cramer, arguing from the growth of United States population and its trends, stated that within 40 years the Republic would look to Canada for its wheat and other foodstuffs. These gentlemen merely reiterated the opinion of leading economists of the United States, many of whom have been emphatically dogmatic on the subject. Senator Calder of



THE RIVER FRONT AT MONTREAL, WHERE THE BULK OF CANADIAN WHEAT PASSES

on the one vital claim that Garnet ripens 10 days earlier than Marquis. The yields have also been highly satisfactory and in some cases extraordinary. One settler living at Prince Albert, Sask., who received a small quantity of seed from the Department of Agriculture, sowed 12 acres with Garnet and harvested 64 bushels to the acre, marketing his crop for about \$2,000.

Along the northern edge of the agricultural belt in the three Prairie Provinces, the Minister of Agriculture states, where the frost menace is so great as to make wheat growing very uncertain, Garnet wheat came through splendidly in 1926. While other varieties of wheat were nipped and rendered unsaleable except for chicken feed, Garnet was a good marketable product. There could no longer be a doubt, he asserted, as to the benefit of Garnet. It has rolled back the northern boundary of agriculture in Canada from 100 to 150 miles, bringing all the meadow and lake country from Port Nelson and Fort Churchill to the Rocky Mountains within the dominion of the plough.

With this huge additional acreage made available and the assurance of a steadily increasing acreage brought under cultivation through agricultural immigration, the new tide of which is just evidencing itself, it is natural to look into the future of Canada's wheat disposition. At the present time over 80 per cent of the Canadian wheat crop is available for export and while this proportion may be reduced with an increase in the consuming population, the process will in any case be extremely slow and Canada far as far ahead as it is possible to

ing permanently of volume, though there are others of considerable importance. The figures of 1926 show that the Netherlands imported more Canadian wheat than did the United States, as did Brazil, while Germany and Italy imported almost as large a volume. The other importing countries whose wheat trade with Canada is fraught with future significance are Japan and China. The wheat exports to the Orient have grown in phenomenal manner in recent years. In 1915 Canada exported no wheat whatever to China and in 1918 her exports to Japan consisted of eight bushels. In the first eight months alone of the present fiscal year Japan took 3,189,869 bushels worth \$4,427,919 and China 885,652 bushels worth \$1,124,297. Shipments to China were interrupted by the disturbance in that country and temporarily declined in the period from the 1,495,479 bushels the year before and 2,396,441 bushels the year before that.

In the same 12 months Canada exported 10,456,916 barrels of flour worth \$71,993,608, the equivalent of 47,056,122 bushels of wheat. The United Kingdom took 3,576,798 barrels worth \$24,425,985 and the United States 14,533 barrels worth \$105,157. In 1916 total flour exports from Canada were 6,400,214 barrels worth \$35,767,044 and in 1906 1,532,014 barrels worth \$6,179,825. The United Kingdom's imports in 1916 were 3,894,511 barrels worth \$21,812,179 and in 1906 943,777 barrels worth \$3,656,938. The United States in 1916 imported 251,220 barrels worth \$1,259,898 and in 1906 25,772 barrels worth \$108,488. Before the war there were no flour exports to the Orient. In the first eight

New York not long ago declared it was his conviction that the United States would soon fall behind Canada in the production of wheat and the Dominion eventually develop several times the wheat acreage of the Republic. Herbert Hoover has almost definitely fixed the time when the United States will become a wheat importer.

As to the United Kingdom the question is slightly more problematical, a great many factors entering the situation. A great deal of interest centered in the visit to Canada recently of Sir Herbert Matthews, secretary of the Central Chamber of British Agriculture, and one of Great Britain's outstanding agricultural experts. His views on prospects, particularly as applied to the wheat market, were eagerly sought. They were summed up in the definite expression that Canada had to be the source of supply of wheat for the "Old Country" for some time to come. He could see very little prospect of Russian wheat being again largely consumed in the United Kingdom as it was before the war for many years to come, a fear which has been something of a bogey to western Canadian wheat producers. Under such circumstances and the uncertainty of supplies from India, where crops sometimes fail, together with the fact that such countries as India, China, and Japan are more and more going over to the consumption of wheat products Canada is likely to be to a steadily greater extent looked to as Britain's chief source of supply of wheat.

In this fact of steadily increasing demand for and consumption of wheat by Oriental countries lies



the completest assurance of the permanence of Canada's other great expanding market. Since when first turning to this product both Japan and China have shown a marked preference for the Hard wheat of Canada and its manufactured product. Imports have been more and more exclusively of this nature and the phenomenal growth in the trade in these commodities has been one of the outstanding features of Canada's business in the post-war era. This consumption stands to steadily increase and with the established favor of the Cana-

dian products the Dominion can confidently look forward to rising exports to both of these Oriental countries.

Among the clearest and most far sighted thinkers there is little danger apprehended of too large a wheat acreage or an over production of the cereal. As far into the future as can be seen there are at least three great markets which promise to increase their demand more or less in proportion to the growth indicated in the western Canadian future wheat supply.

## The Corn King at Home

Neighbors of Peter J. Lux Show Loyalty to Three-Times Winner of International Corn Prize

By HOWARD M. RUDEAUX

NO SOONER had Indiana recovered from paying tribute to a queen, the population were preparing to pay tribute to a king. Peter J. Lux, of Shelbyville, crowned king of the corn world at the national corn competition at Chicago, will be thrice heralded King of Indiana, the monarchy of maize.

Shelbyville, Ind., the county seat of the county in which the king resides, and the capital of King Peter's kingdom, gave royal acknowledgment of his rulership Wednesday, December 15, when the Shelby County Farm Bureau held its annual meeting. Business men and citizens in general, including farmers of the county, gathered and revealed to King Peter the loyalty he so justly deserved. Beside him were his three sons Frank, Maurice and Thomas, all of whom, still in their teens, have had the honor of wearing the national crown in the junior corn championships.

Frank, the eldest son, and frequently referred to as the crown prince of the kingdom of corn, twice held the junior championship. Thomas, 13 years old and barely in the competitive age, returned from the national competition after having captured the royal bacon, while the two younger sons, Samuel and Peter, Jr., are anxiously awaiting their turn at the world's corn jewels. Iowa's famous "tall corn" song seems like a dirge to champion Indiana. The Iowa corn song, familiar wherever Iowans appear in convention, runs like this:

Iowa, Iowa,  
State of all the land.  
Joy on every hand:  
We're from Iowa, Iowa,  
That's where the tall corn grows.

Now the world knows where Iowa gets her seed corn. The recently composed Indiana song is:

We're from Indiana,  
Good old Indiana,  
Indiana where the Wabash flows.  
Land of peace and plenty,  
Always change a twenty:  
Indiana where your seed corn grows.

Thomas, who recently won the world's junior championship with 10 ears of White Dent corn, is wearing the smile that won't come off, and Maurice too had carried off the honors on one occasion. The corn treasury is an old abandoned church just about a city block from the Lux home; here are stored the varieties of the White Dent and Reed Yellow Dent, the favorite products of the Lux farms, which consist of about 160 acres.

The old church is kept heated in order not to freeze the valuable seed, and to aid in drying. High up hung a large cluster that looked like nubbins, but they were not nubbins at all, in fact they were small ears of pure bred corn, and it was explained that these were pure bred from which are grown champions. In fact they didn't look good but it was thoroughly explained that these peculiar looking ears reveal the effect of pollination and successful cross-breeding of corn. The explanation showed it a science, and no doubt it is, judging from results. Mr. Lux received a telegram congratulating him on winning the world's championship three times. It said: "Congratulations, Peter. Nature and the Almighty surely are giving Shelby County her just dues." It was sent by W. J. Rogers of

Le Comte, La., who some time ago paid Mr. Lux \$500 for the 10 prize-winning ears of his corn.

In the leading bank at Shelbyville the prize corn and the cups are being displayed, and evidences of tribute were noticeable everywhere, congratulations coming from all sides. "I'll tell you," said Mr. Lux, "that there is no thrill in the world like waiting to get the decision of the judges at a national corn competition. As the judges went up and down the exhibits we watched every move. It seemed to me they handled my 10 ears rather roughly at first. I saw dozens of other exhibits



PETER J. LUX AND HIS FIRST PRIZE WINNING CORN

eliminated, however, and still mine remained for the final test. Then the judges began to handle my corn more gently. They seemed to be having greater appreciation of its quality. One by one the exhibits went out. I thought the tension would never end. Little Tommy and I watched and waited. Down, down went the other competitors and then came the great moment. I closed my eyes and wondered if truly I were Peter Lux. I think Tommy wondered just who he was too. To be named the champion corn grower of the world for a third time was, I knew, a great thing. But, still, winning that first time was a nerve wrecker also." But when King Peter spoke of Tommy's pride his own achievement seemed commonplace. "When Tommy was put up before the great crowd and cheered as the junior champion I thought I would pass out with happiness," Mr. Lux said. "Professor Christie of Purdue told me he had never seen such a bow as Tommy made to the crowd. He said it was so natural, so boyish, and yet it was done with a grace that Professor Christie thought he had

never seen equalled. I couldn't keep my mind from running back through the summer when Tommy was watching his patch grow and working with it like an old man."

About 400 residents of Shelby and adjoining counties had gathered to pay tribute to Peter J. Lux, corn grower and corn champion, and three times winner of the international championship on 10 ears of corn. Many of the past champions were present at the gathering, at which there was music, singing and talking and plenty to eat. The banquet was a big affair with everyone joined in the spirit and expressing best wishes to Mr. Lux, his boys and family. At the opening members of the Shelbyville Better Business Club, the Rotarians, the Kiwanians, and their farmer guests joined in singing a number of songs.

Telegrams of tribute were received from Professor Christie of Purdue University, and a number of furniture manufacturers attending a convention at Grand Rapids, who informed Mr. Lux that they observed the day by eating corn flakes for breakfast. Russell G. East, agricultural agent of the Pennsylvania Railroad, served as toastmaster. Dr. Elliott, president of Purdue University, was among the guests and speakers, who paid tribute to Peter the Great for what he had done and what he will do. "Am I still Peter Lux?" asked the king of corn, when called on for a talk, visibly affected by the tribute which had been paid him. "The only kick we get out of corn now is when we gaze at each others' samples at the shows." But the meetings, the encouragement and the good will that had been shown were only a call to him to work harder. He said he intended to work harder and continue his efforts to develop more and better corn. Chairman East at the close of the meeting remarked that since the junior championship award has been offered, it has always been captured by a Shelby County boy.

The menu was a corn menu from first to the last bite and including the whiff of the cigarette. There was corn relish, corn fed baby beef, corn and potato croquettes, corn succotash, salad with corn oil dressing, corn sticks, corn starch pudding, corn top biscuit, ice cream moulded in the form of an ear of corn, corn syrup cake, parched corn, coffee with corn sugar, and the cigarettes at the close were Mexican, with the corn wrapper paper.

Wiley W. Means was the chairman of the general committee in charge of the banquet; other members were F. L. Thompson of the Shelbyville Better Business Bureau; Calvin Perdue, Shelby County agricultural agent; Harry A. Lawson, Rotary Club; and Ed C. Newton, Kiwanis Club. Numerous other notables were present.

## FORECASTS LOWER RETURN

Hard Spring and Durum wheat growers, according to the annual agricultural outlook report for 1927, issued by the United States Department of Agriculture, "can scarcely expect to receive returns for the 1927 crop similar to those which have prevailed for the 1926 crop, especially if production should be materially increased." Other indications in the report are as follows:

Flaxseed prices for the 1927 crop are unlikely to be higher than at present. Where flax is profitable at present some increase in acreage may be made. Reports indicate a reduction in the rye area seeded throughout the world, but with average or better than average yields, the production in 1927 may make the total world supply equal to or greater than in the past year, so that rye prices are likely to show little change from the present. The too rapid expansion of rice acreage has resulted in a production in excess of demand at satisfactory prices. Some reduction in acreage rather than further increase appears advisable.

The demand for the 1927 corn crop is expected to be little if any greater than for the 1926 crop. With probable increases of corn acreage in the South and with no probability of increased demand for corn in 1927, corn growers are faced with the prospect of lower prices unless acreage is substantially reduced.



# The Advantages of Inter-Regional Mill and Elevator Combinations

Based on An Interview with B. B. Sheffield

By H. K. FERGUSON

(One of the principal factors back of the present mill merger movement is the system of complementary elevator holdings which a consolidation of mill and elevator properties brings about. This and other distinct merits of the merging principle are clearly brought out in the following account.)

IN RECENT years the old established Minneapolis flour milling companies have followed the policy of acquiring mills in the Southwest and in Buffalo. The motive primarily back of this policy was to provide insurance against the wheat scarcity which threatened as a result of the demand for Spring wheat flour increasing faster than the supplies of northwestern wheat. Another motive was that business should be made more stable, so that in case one section suffered on account of having a short crop or for other unusual conditions, the mill might share in the prosperity of other sections of the country.

There are also many other advantages in inter-

therefore, can handle both lines of flour with considerable saving in selling expense, and at the same time, give his customers the very best of service by following the policy of giving him what he really needs rather than spending energies to convert him to one or the other type of flour.

Another source of saving is in the mutual buying of wheat, as the one wheat buying organization can buy wheat in any market for both companies. The same idea of saving extends to the buying of bags and other supplies, and in some lines an organiza-

*Even Wall Street was startled when Dillon, Read & Co., issued a check for \$146,000,000 in full payment for the Dodge Bros. Co. This daring stroke of banking immediately focused public attention on this banking firm, and created the impression that the concern was a young one. Few mill and elevator firms, however, have been established as long as this investment house. It was founded in 1830.*

*Under the leadership of Clarence Dillon, the firm has rapidly expanded its activities. In the last five years, it has underwritten more than 200 issues. One of the latest of these was the Commander-Larabee Corporation. Those familiar with the international character of Dillon, Read & Co. bond lists, recognize the implied tribute to any milling organization whose issues are promoted by these particular eastern bankers, whose ability to pick winners over nearly a century, has gained them a prestige shared by only one or two other American investment banking groups.*

*The good company in which the Commander-Larabee Corporation now finds itself, includes the United Steel Works of Germany, the Est Railways of France, the Consolidated Electric Power Company of Japan, the Brazilian Traction, Light and Power Company, as well as such American firms as Dodge, Good-year, and National Cash Register.*

*Mill merging is not a new development. References to several national projects along this line, carried out in the past generation, are to be found in the files of this publication. No merger, though, seems to have had a beginning more auspicious than the one reviewed on this page. Its dual assets of excellent property and competent direction, are given a double significance by the backing of the underwriters.*

tion with national operations gets a larger discount than one whose operations are only state wide in their scope.

Of secondary advantages of inter-regional combinations, perhaps the greatest and most profitable is the free inter-change of knowledge of milling methods. For years, the spirit of keen rivalry has fostered research and the development of new methods, and the free exchange of knowledge between the millers, chemists, engineers, and salesmen of the separate milling units has been of inestimable importance. The fact that each of the 13 units of the Commander-Larabee Corporation has at its command the ability and experience of superintendents and managers in all of the units, is a force of great value.

The personality responsible for the co-ordination of the widely distributed units of the Commander-Larabee organization and for its hitherto outstanding success is B. B. Sheffield, of Minneapolis. The combination makes Mr. Sheffield, who has long been an outstanding miller, the head of one of the largest

milling companies in the world, representing a daily milling capacity of 27,000 barrels and a wheat storage of 10,000,000 bushels.

Mr. Sheffield's milling career began at Faribault, Minn., in 1880, in an 80-barrel, waterpower mill partly owned by his father. He soon acquired the remaining interests, and by 1895, when the mill was destroyed by fire, Mr. Sheffield had developed it to the capacity of 1,000 barrels. Mr. Sheffield immediately bought the 500-barrel Polar Star Mill at Faribault, and shortly increased it to a capacity of 1,700 barrels. He sold his interest in the Polar Star Mill to his partner and immediately re-entered the milling business by organizing, in 1912, the Commander Mill Company with mills at Morristown and Montgomery, Minn. The financial success and the growth of the enterprise had been remarkable. From a capacity of 2,000 barrels in 1912, the Commander Mill Company developed to over 11,000 barrels daily in 1926, the capacity being distributed among four corporations affiliated through unified stock ownership with the Commander Mill Company. Annual profits beginning with \$40,000 in the first year, have never fallen below that amount, and have almost uninterruptedly increased from year to year.

The inception of the Larabee Flour Mills Corporation was at Stafford, Kan., in 1899, in a 200-barrel mill managed by Frank S. and Fred D. Larabee. In 1913 the brothers incorporated their enterprise un-



B. B. SHEFFIELD

regional combinations as demonstrated by the results of the Commander-Larabee Corporation, the latest company thus to expand. This corporation has been under unified control since August 1, 1926. The Commander Milling Company in the Northwest, a subsidiary of the Commander-Larabee Corporation, succeeds the former Commander Mill Company, Minneapolis Milling Company, Commander Elevator Company, and several of the strongest milling properties in Minnesota; and in spite of a disastrously short harvest in the crop year 1926, the new company has shown, since the closer bringing together of the properties, the best earnings in the history of the predecessor properties.

The Larabee subsidiary, operating in the Southwest, since it was combined with the Sheffield group of mills, has more than doubled the earnings reported heretofore. The results of the two groups, Northwest and Southwest, considered together and separately, thoroughly indicate that pecuniary advantages result from a properly managed inter-regional combination.

Advantages arise from the fact that the two types of flours, Spring and Winter wheat, are to some extent non-competitive. Bakers ordinarily use a blend in their doughs containing from one-third to two-thirds of either type of flour. One salesman,



H. G. RANDALL

der the name of Larabee Flour Mills Corporation. By that time, two mills at Hutchinson, Kan., and Clinton, Mo., had been acquired, and three years later a mill at Wellington, Kan., and another at Marysville, Kan., were acquired. In the same year, a 6,000-barrel mill at St. Joseph, Mo., was built. The total capacity contributed to the combination by the Larabee unit and the North Kansas City mill bought from the J. C. Lysle Milling Company was 14,775 barrels. Up to the time of the death of the Larabee brothers in 1920 and 1921, the Lysle company's policy had been one of conservative expansion. The organization's manufacturing methods have always been of the best, and have contributed substantially to the store of technical knowledge built up by the northwestern part of the combination.

The combination company's policy of geographical distribution of milling units is being developed by the recent acquisition of the Buffalo Flour Mills Corporation at Buffalo, N. Y. Mr. Sheffield is ably seconded by W. H. Sudduth whose experience of over 25 years, a large part of which time he has been associated with Mr. Sheffield, has given him a thorough knowledge of the milling business and made him one of the outstanding figures in the industry. In choosing H. G. Randall as manager of the Larabee group, it is conceded Mr. Sheffield has a lieutenant of wide experience and great ability.





Published on the Fifteenth of Each Month  
BY

**Mitchell Brothers Publishing Co.**

OFFICE:

Manhattan Building, 431 South Dearborn St.  
CHICAGO, ILL.

A. J. MITCHELL.....Business Manager

Subscription Price ..... \$1.00 per Year  
English and Foreign Subscription 1.75 " "

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Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., FEBRUARY 15, 1927

### AVOID THE RUSH—INSTALL EQUIPMENT NOW

**T**HIS year offers country elevators an unusually good opportunity of helping their patrons to secure good, sound seed for spring sowing. Many farmers are finding that the seed grain which they have tried to clean is still contaminated with weed seeds and is too dirty to sow or else, worst of all, that their seed grain will not even germinate.

Those elevators which either are equipped now or that can be equipped with cleaners before the seeding season are in particularly favorable positions to clean seed grain for the coming crop.

### CALLING A SPADE A SPOON

**P**RODUCERS of the tankage which an increasing proportion of elevator managers is taking on as a sideline, are divided into two classes: Those who know and tell of what their product actually is, and those who pussyfoot around the subject in an amusing, and sometimes misleading way. A circular reaching this office yesterday defines tankage as being made from "fresh meat trimmings." It is common knowledge that everything, with few exceptions, goes into the tank at the packing plant, and such a statement is as ridiculous as it is incomplete.

Why any tankage seller should want to hide the fact that tankage is composed of portions of bone, cartilage, intestines, livers, lungs, as well as meat trimmings, is a mystery. Recent tests by Ohio state officials

show that a tankage produced from parts of the whole animal, containing as it does bone phosphates, etc., is much more effective on the feed lot than tankage lacking these elements. The bone, blood, and meat in tankage supply what the grain ration alone cannot, and so tend to reproduce bone, blood, and meat in hogs. Both tankage and meat scrap dovetail in excellently with the farmer's grain ration. A corollary to that fact is the truth that they also dovetail into an elevator's grain feed sideline. Neither of these points is clear unless, when explaining the merits of tankage, a spade is called a spade. The idea that what the farmer doesn't know about tankage won't hurt him, went by the board some time ago.

### THE LAST STAND

**U**PON the failure of the McNary-Haugen Bill at this session of Congress, the chances are that the legion of farm relief delegates, with its religion of equalization fees, etc., will retire to their respective states for good, and leave the promotion of their grain surplus theories to some rising generation. For certainly, at no time in the history of such proposed legislation, have prospects been better for carriage in Congress. Defeat under this circumstance will carry a double discouragement for the farm saviors.

While the chances are above normal for passage of the bill through Congress, President Coolidge remains steadfast in his refusal to sanction such a measure with his signature. All rumors to the contrary are political lobby products, made from whole cloth. His refusal to sign the bill, if passed, will greatly strengthen opposition to the bill when it comes up again for passage over the President's head. The bill as revised to its present form is just as bad as it ever was. So is its fundamental chance of becoming a law.

### MEXICAN WHEAT

**O**NE of the Mexican states which is devoting particular attention to the cultivation of wheat in Chihuahua, just south of the Rio Grande, extending from New Mexico to Texas, with an area comprising about three times that of the state of New York. Mexico is a corn country, and it is only recently that efforts have been made to foster the cultivation of wheat. In Chihuahua this has met with considerable success. The crop in 1926 has an estimated value of nearly \$2,000,000. The quantity being over 60,000,000 pounds, according to Jose Bejarano, secretary of the Mexican Chamber of Commerce of New York.

Farming methods are rather primitive. It is considered that at least 80 per cent of the farmers do not obtain the proper results because seed is not selected, the land is not fertilized, and the soil is not cultivated scientifically. Some farmers, however, are obtaining good results, particularly in the Colonia Dublan district. The cost of harvesting wheat in this section is about \$14 an acre.

It will be a matter of decades before Mexico is in a position to compete with the

Southwest for wheat business abroad, but a start is being made toward the day when Mexico will be a real factor in the wheat trade.

### TOO MUCH IS BAD AS NOT ENOUGH

**N**OTHING, perhaps, is more irritating or more of a chore to a country elevator manager as a three-page monthly report studded with trifling details. Some report must be made though, and he welcomes a concise monthly operation form that can be filled out accurately without a great expenditure of time. Such a form is shown elsewhere in this issue, and although it would seem a rather sketchy affair to a certified public accountant, fresh from his halls of learning, it will fit admirably into the scheme of things as they are at the average country station. A carbon copy can be made for each director, and the owner or other executive will have the satisfaction of seeing reports come in on time. The brief form will be filled out and mailed while the manager would still be pondering over the formidable array of questions on the second page of the old-fashioned report.

### THE WESTERN ELEVATOR—A LANDMARK OF PROGRESS

**T**WENTY-THREE years ago when Charles R. McClave and the late Austin W. Warr of Lewistown did the unheard of thing and built a grain elevator at Moore, in Fergus County, Mont., founding the Montana Elevator Company, the outgrowth of which is the Montana Flour Mills Company, the wheat crop for all of central Montana was not more than 50,000 bushels. October, 1926, the Montana Flour Mills Company had on its books 2,681,000 bushels of wheat in its elevators, in cars or in transit. That was as much wheat as was hauled last year by the Great Northern off its new Scobey-Opheim branch, one of the best wheat areas in the "Treasure State."

One elevator 22 years ago—47 elevators now; that is the growth of the Montana Elevator Company. The Montana Flour Mills Company has four mills, the largest of which is at Great Falls, and others being at Lewistown, Harlowton and Bozeman. January 1 the companies moved their headquarters from Lewistown to Great Falls, transferring 32 officials and employees.

The story of the Montana Elevator Company and its expansion into the Montana Flour Mills Company is vastly more than the story of the building of elevators and mills. The elevator at Moore, built in the old cow country of central Montana, came with that great experiment, the growing of wheat on non-irrigated land. The elevator was part of the experiment, and much of Montana's new wealth is due to it.

A new sideline has been discovered and developed by an Alabama elevator manager. He now has a daily order for 100 pounds of corn shucks for hot tamales.



## EDITORIAL MENTION

A "wheat recreation" company has been incorporated in Kansas City, Mo. Wonder if it plans to cross wheat with the Mexican jumping bean.

Treating seed wheat for smut may cost a few cents for labor and material, but it will make dollars in yield and quality when it's hauled to the elevator.

Elevator men in the State of Washington are donating much grain this year to feed the game birds during the severe winter weather, thus rendering a service to both birds and hunters (Mostly to the hunters).

A. W. Cutten says, in regard to Federal oversight of grain trading: "The more inquiry, the less freedom of business; the less freedom, the less business." That is undoubtedly profound truth in the case of his business.

Fertilizer sales increase in proportion to the degree of emphasis with which the elevator operator places this fact before the farmer: Every bushel of wheat and every ton of straw removed from the land without any provision for returning the fertility represented, means just that much loss to the soil.

The trouble in China and the disturbance in Nicaragua have stolen the thunder away from the corn borer war, but the latter is probably more important than either of the foreign emergencies. It will take more than a detachment of marines to put down the civil war which the European corn pest has fomented.

The twenty-fourth annual state corn and grain show, conducted by the Missouri Corn Growers' Association as a feature of farmers' week at the Missouri College of Agriculture, has awarded prizes totaling \$1,500. The state will get back 10 times that amount as a dividend from increased interest in top grades which the show has created.

By the Interstate Commerce Commission's recent edict, Birmingham, Ala., not only receives a reduction of seven cents per 100 pounds in proportional grain rates, but enjoys the new advantage of seeing her points of competition to the west take six-cent increases. Thus, Birmingham grain dealers get a saving of 13 cents per 100 pounds on all grain moving in from western territory. The new rates should open the way for Birmingham to become one of the South's greatest grain centers.

The Department of Commerce publishes a report from an Australian representative that the Victoria Wheat Pool, which is a voluntary Government-guaranteed pool, had an unsatisfactory year in 1925-26. Farmers handled their own products to a greater extent than in previous years and a little less than one bushel out of every eight produced in the

state was delivered to the pool. Australian farmers have had more years of experience with wheat pools than have those of any other countries. A contract pool with heavy penalties is naturally favored by pool bureaucracies but in a voluntary pool lies the best test of how farmers find their interests affected by the pool system. The free judgment of Australian farmers, after long experience, has a significance that should not be overlooked.

Five suits against as many northwestern railroads for damages totaling \$161,397 have been begun in the Hennepin County district court by the Van Dusen Harrington Company, Minneapolis grain merchants, on the basis of alleged unsatisfactory shipments. The defendants are the Milwaukee railroad, sued for \$32,183; the Great Northern, \$57,040.50; the Northern Pacific, \$23,553.40; the Chicago, St. Paul, Minneapolis & Omaha, \$35,043, and the Minneapolis, St. Paul & Sault Ste. Marie, \$13,578.15. In each case the complaints are practically identical with the exception of dates and amounts. It is charged that the railroads named failed to issue exchange bills of lading for shipments made by the Van Dusen Harrington Company, refused to complete transportation of these shipments and unlawfully converted them to their own use. Grain men in a dozen cities are awaiting the results with interest.

A second International Wheat Pool conference is announced to be held at Kansas City, Mo., on May 5. In 1923 Mr. Sapiro started the Canadian pools off with the idea that within five years there would be a central selling committee in Liverpool representing an international association of pools. He laid it down at that time that the pools should send delegates to Australia and the Argentine in the interests of a central selling arrangement. Delegates were sent to these countries during the past year and it would appear the result has been that the idea of a world pool is not now being entertained. The Canadian pool has found that it cannot hold back supplies and force buyers to come to it, but must sell when others want to buy. An international association of pools would find itself in the same position, and moreover the interests of the exporting countries are so different that combined action is impracticable.

Here's an elevator with not only its own network of sidings, but its own locomotive equipment. In preparation for going into the railroad business when its large new grain elevator northeast of Decatur, Ill., has been completed, the A. E. Staley Manufacturing Company has purchased a mammoth new Baldwin locomotive of the eight-wheel type. The locomotive, now in use in the yards of the Staley corn refinery, is as large as any used by either the Wabash or the Illinois Central Railways. The engine was purchased primarily to haul trains of as many as 100 cars loaded with corn between the new elevator and the corn refinery. The company intends to purchase special cars for holding

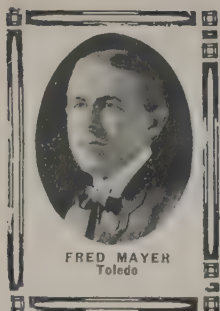
corn, oats and other grain, the cars to be equipped so that they can be emptied in a minimum of time. The locomotive in the future will move over the spur track now in course of construction from the corn refinery to the elevator, a mile away. In connection with the spur track will be 12 other tracks comprising the private Staley switch yard to serve the grain elevator.

With a view to extending and improving grain handling facilities at the Port of Santos, Brazil, an order has been placed for the erection and equipment of a complete granary, and the installation of pneumatic handling apparatus. The granary will be a reinforced concrete building, capable of holding 12,000 tons of wheat, and will be equipped with mechanical conveyors, elevators, automatic weighers, etc., and an elaborate dust collecting system. With its capacity of close to 500,000 bushels, this new grain storage unit will stack up favorably with the largest coffee warehouses at this busy point.

The need for the steady extension of deep inland waterways in the United States is forcibly shown by comparing the low transportation cost of the South American farmer. He lives an average of 140 miles from the seacoast. Transportation of his grain to deep water will not, on the average, exceed 12 cents, including transfer to boat. At the end of rail haul his bushel of wheat is taken on board ship and moved direct to Europe at a cost of approximately 13 cents—25 cents total off his Liverpool price, as against 32 cents off the Liverpool price to the Illinois farmer. The Colorado farmer sells at 56.6 cents off the Liverpool price, while others are: The Idaho farmer, 50 cents off; the Iowa farmer, 36 cents; Kansas, 44.6 cents; Minnesota, 33 cents; Nebraska, 45 cents; North Dakota, 37 cents, as against 25 cents for transportation charges borne by Argentine wheat. This comparison in wheat may be applied, of course, to all grains.

In accordance with a principle which will be generally approved, namely, that the resources of a publicly-owned utility should not be so used as to put private operators at an unfair disadvantage, the wheat-handling charge at the Government elevators, Vancouver, B. C., has been raised a quarter of a cent a bushel. Acting on instructions from Ottawa, the new Harbor Board passed a by-law to this effect. Application for the advance was made by the private companies in Vancouver. They asked the Grain Board for permission to increase their charges from one cent to one cent and a quarter, the rate which prevails at Fort William and Port Arthur. The application was heard at a public sitting of the Grain Board, both sides being represented. The old Harbor Board had declined to join in the application and, indeed, had notified the Grain Board that they could carry on at the old rate. Nevertheless, the Grain Board, apparently convinced that the private companies were operating at a loss, made an order permitting the advance requested.



FRED MAYER  
Toledo

# NEWS OF THE TERMINAL MARKETS

E. P. McKENNA  
Chicago

## AXEL HANSEN RE-ELECTED

Axel Hansen of the Hansen Produce Company, was re-elected president of the New York Grain Clearing Corporation, at the annual meeting held last month. Mr. Hansen is also chairman of the Grain Futures Committee of the New York Produce Exchange.

Other officers of the Grain Clearing Corporation elected were: Robert F. Straub, vice-president; W. C. Rossman, secretary-treasurer; and directors: Julius Barnes of Barnes-Ames Company; A. C. Field of A. C. Field & Co.; Axel Hansen of the Hansen Produce Company; H. B. Watson of M. B. Jones & Co.; B. F. Schwartz of B. F. Schwartz & Co.; W. F. Rosar of the Melady Grain Company; C. W. Andrus of C. W. Andrus & Co.; Robert F. Straub of Montgomery, Straub & Co., and Frederick H. Toller of Knight & Co.

## NEW PARTNERSHIP AT CHICAGO

On January 31 the partnership of McKenna & Dickey, commission merchants on the Chicago Board of Trade for many years, was dissolved by mutual consent. Mr. Dickey retires and his place in the firm will be taken by Christopher Strasser who has been a member of the Chicago Board of Trade operating under his own name for some years. The new firm will be known as McKenna & Strasser, who have assumed all outstanding contracts and accounts of the older firm.

Other than the change in partners there will be no change in the organization, and the many friends of Mr. McKenna and Mr. Strasser can be sure that the business entrusted to the new partnership will have as careful attention and as devoted service as each gave before.

## NEW OFFICERS AT PEORIA

At the recently held election on the Peoria (Ill.) Board of Trade, J. Leo White was elected to the presidency. Mr. White has been with the grain trade at Peoria since a boy of 16 years with the exception of four years spent as secretary of the Seattle Baseball Club. He started with P. B. & C. C. Miles, remaining with them for 10 years. At present Mr. White is manager of the coarse grain department of the American Milling Company.

L. L. Gruss was elected first vice-president and John Lofgren secretary for his twenty-first term.

## FINED FOR VIOLATION OF LAW

A fine of \$1,000 against B. C. Christopher & Co., grain commission merchants on the Kansas City, Mo., Board of Trade, was upheld by the Missouri Supreme Court on January 24, which declared when rendering its opinion that the company has violated the Missouri bucket shop law for dealing in grain futures without actual representation of grain, by operating a branch at Sedalia, Mo.

The case, it is said, is to be carried to the United States Supreme Court, inasmuch as it involves a test of the law. It involves the constitutionality of the Missouri statute which is declared by the defense to be in direct conflict with the Grain Futures Act enacted by Congress in 1921.

## BUFFALO MARKET QUIET

Dullness is the principal feature of the cash trade in this market at the present time. Receipts of corn have been considerably less than normal up to this time, but good elevator stocks at the close of navigation, together with a lighter eastern demand than was anticipated have kept supply and

demand pretty closely adjusted and prices have held very steady.

Receipts of oats have been heavier than expected but in this grain also, prices have held very steady in face of a decline of several cents in Chicago futures.

A good movement of Red Winter wheat has met with a fair demand from both milling and feeding trade, the fact that Durum wheat is on a premium basis this year, being a helpful factor.

All indications at this end point to a good steady absorption of grain in this market during the balance of the winter and early spring.—*J. G. McKillen, Inc., Buffalo, N. Y., letter of February 9.*

## ELECTION AT BOSTON

The Boston Grain & Flour Exchange at its annual election held on February 1, re-elected Albert K. Tapper as president. The satisfaction which Mr. Tapper's administration gave last year was evi-



ALBERT K. TAPPER

denced by the fact that he had no opposition for his second term.

Harry Hamilton, dean of the flour trade, was elected first vice-president; Edward H. Day was named second vice-president; and directors for the three-year term were: Charles W. Boynton, Carl J. B. Currie, Paul T. Rothwell, and Charles Varga.

## NEWS FROM PEORIA

There is very little doing in wheat here. However, occasional cars are usually salable on about a Chicago or St. Louis basis.

We have had a good big trade in corn most of the time during the last 30 days. Industries are running rather strong, using around 70,000 to 75,000 bushels of corn daily. That has given us a good market and there has been no trouble here in taking cars of all sorts from the best to the poorest and in most cases at prices equal to or better than some other competing market. It will not be long now until one of our larger industries will have completed their additional capacity, which, if operated right now, our daily runs would be 80,000 bushels or more. The unsatisfactory feature in handling corn has been that we have very little

outside demand. No matter what our prices may be here we have been too high to do any business of consequence, either East or South, and the corn that has gone outside has been mostly to industries similar to those in Peoria.

Right now the country roads are soft and there is very little fresh movement indeed. We think there must be considerable corn to send to market before farm work begins and if country roads are usable we will doubtless have a continuation of at least fair receipts. If, however, the soft condition continues, it looks to us as if arrivals from day to day would be light. We see nothing in the situation to warrant a belief in materially high prices for the future. We do think, however, that there is likely to be an advance in the cash situation in the near future.

We have been handling about our share of oats as compared to the movement generally into primary markets. The situation has run into extreme dullness on the common and poor sorts and there have been declines of 3 to 5 cents per bushel on them. The better oats, such as No. 2 White testing 32 to 36 pounds, have held up well and have lost very little in value. The very best No. 2 White oats, testing 35 to 36 pounds, are salable here at about 49 cents on western cars.—*Recent letter from P. B. & C. C. Miles, Peoria, Ill.*

## CORN REGULATIONS AMENDED ON CHICAGO BOARD

By a vote of 576 to 99, No. 4 corn has been eliminated as a regular delivery on future contracts by the Chicago Board of Trade, from November 1 to February 28 at 5 cent discount for White and Yellow and 4½ cents for Mixed.

This will put No. 4 corn on its commercial value. Amendments to the rule requiring freight bills to follow cotton and providing for the resale of cotton the second day after it has been delivered were also carried by a large majority.

As amended the corn differentials will be as follows, effective May 1, 1927:

No. 1 White Corn ....	} at ½ cent per bushel over contract price.
No. 2 White Corn ....	
No. 1 Yellow Corn ....	
No. 2 Yellow Corn ....	
No. 1 (Mixed) Corn....	} at contract price.
No. 2 (Mixed) Corn....	
No. 3 White Corn ....	} at 2 cents per bushel under contract price.
No. 3 Yellow Corn ....	
No. 3 (Mixed) Corn, at 2½ cents per bushel under contract price.	

The amended rules relating to cotton trading are: Amend Rule 572 by adding thereto the following: "Provided, That when cotton is received in Houston or Galveston by other transportation agencies than railroads which allow concentration, due proof of which shall be furnished by the seller with the invoice, the deliverer of such cotton shall be exempt from furnishing freight bills therefor."

So that said Rule 572 shall read as follows:

572. Freight Bills. With all deliveries of cotton, the seller must deliver with the invoice railroad freight bills showing the payment of inbound freight on an equivalent amount of cotton. Such freight bills must not be endorsed limiting concentration, and must have at least 30 days to run prior to their expiration, provided, that when cotton is received in Houston or Galveston by other transportation agencies than railroads which allow concentration, due proof of which shall be furnished by the seller with the invoice, the deliverer of such



cotton shall be exempt from furnishing freight bills therefor.

Amend the Rules by adding thereto Rule 550-a: 550.a. Resale After Notice. Where a seller of cotton passes a delivery notice under Rules 548 and 549, and the clearing house passes such notice to a buyer under Rule 550, such buyer may resell the cotton described in such notice, provided he first notifies his buyer that his offer is for immediate tender, and provided such sale is made before 11 A. M. of the same day. Thereupon, the seller shall immediately redeliver the same notice to the clearing house, together with the name of his buyer, and the clearing house shall promptly deliver the notice to such new buyer with like effect as prescribed by Rule 550.

### NEW YORK PLEASSED WITH OATS TRADE

In a recent interview, President B. H. Wunder of the New York Produce Exchange, expressed himself as highly pleased with the way future trading in oats has established itself as an important adjunct to grain trading in that market. Mr. Wunder said:

"Although trading has been under way only two weeks, it has demonstrated that the grain trade in the East had real need of an oats futures market, with Buffalo delivery, such as we now have on the New York Produce Exchange.

"As Buffalo has for many years been the point from which oats have been distributed to consumptive channels, our market meets the requirements of both the oats distributors and the oats buyers, affording ideal hedging facilities. Buyers are now covering their deferred requirements in the cheapest, quickest and most satisfactory manner, and dealers are trading with a degree of safety heretofore unknown. At the same time, western shippers and eastern distributors are enabled to hedge, so as to practically eliminate the risk of market and premium fluctuations."

### VOLUME OF GRAIN FUTURE TRADING IN JANUARY

The volume of future trading in grain in January on the Chicago Board of Trade fell below the previous month and was far under last year. The total trades in all grains was 930,949,000 bushels, compared with 1,360,270,000 in December and 1,849,137,000 a year ago. The January trades were divided among the various grains as follows, for the purpose of comparison the December figures for each grain being given in parentheses: Wheat 598,502,000 bushels (819,740,000); corn 240,047,000 bushels (365,332,000); oats 52,897,000 bushels (148,094,000); rye 39,503,000 bushels (27,104,000).

The average open contracts for January, "short" side of contracts only, there being an equal volume open on the "long" side, were: Wheat 90,024,000 bushels, as compared with 111,992,000 in January of last year and 94,547,000 in December; corn 68,526,000 bushels as against 45,959,000 a year ago and 60,192,000 last month; oats 48,960,000 bushels, compared with 52,998,000 in January 1926 and 46,278,000 last month; rye 13,468,000 bushels, as against 12,713,000 last year and 13,099,000 in December. The total open trades for all grains was 220,978,000 bushels in January, as against 223,662,000 a year ago and 214,116,000 in December.

### ELECTION AT PHILADELPHIA

At the annual meeting of the Philadelphia Commercial Exchange, Hubert J. Horan was re-elected to the presidency of the organization. George M. Richardson, mill feed broker, was elected vice-president; Samuel McKnight, treasurer; A. B. Clemmer, secretary.

James J. Rodgers, Robert Morris and J. S. McVey are new members of the Board of Directors.

### CINCINNATI PLANS TO EXTEND TRADING FUNCTION

Plans have been discussed lately for extending the function of the Cincinnati Grain & Hay Exchange, with a view to forming an organization embracing the features of a board of trade or com-

mercial exchange. The enlargement of the scope of activities has in view taking care of commercial bodies not now embodied within the Exchange with the introduction of inspection services and similar activities. President A. M. Braun advanced the idea and suggested that if the name "Cincinnati Board of Trade" were found available it ought to be adopted. Attorneys have been instructed to see if the name is available.

The Grain Exchange directors also instructed D. J. Schuh, executive-secretary of the organization, to notify the Chamber of Commerce directors that the Grain Exchange was no longer interested in obtaining quarters in the new Chamber of Commerce Building. The lease of the Grain Exchange's present quarters in the United Bank Building does not expire until November 1.

Mr. Schuh said that the Exchange has not taken any option on a building, as was reported in the business district recently. He said the reason assigned for refusing to consider space in the Chamber of Commerce's new building was that the height of 'Change, which requires ceiling 18 feet from floor, is limited to 10 feet 3 inches. This is not sufficient to accommodate the quotation boards of the Grain Exchange, which require a space 18 to 20 feet in height for an adequate display.

### TOPEKA BOARD ELECTS OFFICERS

The Topeka (Kan.) Board of Trade held its annual meeting recently and elected the following



E. J. SMILEY

officers: President, E. J. Smiley; vice-president, David Page; C. L. Parker, secretary and treasurer. The directors elected are: S. W. Grubb, T. J. Myers, Art McMahon; hold-over directors are: F. A. Derby, Leslie Grubb, L. F. Howard and C. L. Parker.

Mr. Smiley is secretary of the Kansas Grain Dealers Association and has been active in both the affairs of the Board and the grain dealers' associations. Topeka is planning to entertain the Kansas association the latter part of March.

### GOOD CORN DEMAND IN PEORIA

Wheat: Movement of wheat from this territory the past month has been very light; there has been a good demand for good milling wheat, but poor wheat finds a rather inactive demand with large discounts. Growing wheat has had a good snow covering until just recently, but as the weather has not been very cold no damage has yet occurred and as winter wheat is not a hot house plant, it takes severe freezes to do it much harm.

Corn: Movement of the new crop, while not large, has been of good proportion, until the rains and thawing weather just recently, but the colder weather of the last few days has again started it moving and unless we get considerable higher temperatures it will no doubt continue for some time. Industrial demand has been and is now very

good, but shipping demand has been absent. Stocks at terminal points are still increasing but as the cash grain in the past few days has gained some on the future, holders no doubt are getting buoyed up in their expectations of getting rid of some of the load soon, but under present conditions it looks as though terminal stocks will still keep on increasing for at least another month. Southwestern markets that had quite a large Pacific Coast trade some time ago, now say that corn from Argentina is supplying a good portion of that trade. We occasionally hear some talk of an export demand for our corn, but as we are able to buy corn from Argentina for our own use, in some parts of our own country for less than we can furnish it, export business seems quite a way off.

Oats: Oats have been coming into all markets in fair volume the past few weeks and prices have been reduced quite a little. Most of the oats have been of the poorer variety, although the past week some very good oats have been received, quite a number of them inspecting No. 2 White, good color and fair test weight. The Peoria cash markets have kept well in line with all other markets and corn and oats of all grades have sold well, our market now on corn is higher than most markets for both good and poor corn. This is the best market for corn of the flooded variety and no matter how badly damaged or how wet, it meets as ready demand.—*Mueller Grain Company, Peoria, Ill. Letter of February 10.*

### DULUTH BOARD ELECTS OFFICERS

At the annual meeting of the Duluth Board of Trade on January 18, the following officers were elected: George G. Barnum, Jr., who succeeds P. H. Ginder as president; H. S. Newell, vice-president; directors W. J. McCabe, W. B. Hoyce and C. C. Blair, re-elected. Mr. Newell succeeds Mr. Barnum to the position as vice-president.

G. G. Barnum, Sr., M. M. McCabe, and E. A. Vivian will serve as members of the Board of Arbitration; Board of Appeals, Thomas Gibson, F. E. Lindahl and W. C. Mitchell.

### CHANGES IN MEMBERSHIP

Baltimore.—J. Arthur Manger has been elected a member of the Chamber of Commerce.

Chicago.—The memberships of the following on the Board of Trade have been transferred: Est. Edw. Born, Albert E. O'Connell, Hugh L. Claiborne, Est. Lullus J. Ennis, Samuel C. Dobbs, Jr., Lewis B. Hall, Jr., Alfred B. Stoddard, Addison Stillwell, Daniel F. Murphy, Wm. J. Brainard, Duncan A. Campbell and Albert G. Boesel. New members on the Board are: Carl L. Boetter, Wm. B. Greever, John B. Luebbing, John Keane, Oliver A. Olmsted, James L. Leahy, Philip W. Brockhaus, Benjamin L. Hargis, Edw. J. Hand, Charles F. Leach, James Frazier and William L. Ouzts. Reported by Secretary James J. Fones.

Duluth.—H. E. Schipper has withdrawn his membership. Reported by Secretary Charles F. MacDonald.

Minneapolis.—A membership in the Chamber of Commerce has been transferred from Todd Lewis to Henry Walter.

New York.—New members on the Produce Exchange are: Benedict O. Litchfield, H. Harold Fischer, Lincoln Richards, Eugene J. Schwabach, Clarence H. Terhune, Munson Burton, Max Shapiro.

### GOOD DEMAND FOR SEED OATS

Practically no milling demand for wheat during past week. Most all the wheat sales were made to local elevators who are storing with idea that some day the mills will be out of wheat and will afford an outlet. Wheat receipts not burdensome. There was a good demand for all grades of chicken wheat varieties.

Corn was in fair demand. This market is in shape to absorb heavier receipts. Most of this corn is going to local elevator where it can be dried.

Oats receipts light. There was good demand for oats that could be used for seed. Off grade oats, if not too badly bin burnt, met with ready sale. Oats



which were burnt red have had "tough sailing" here.—*The Early & Daniel Company, Cincinnati, Ohio, letter of February 10.*

## A NEW TRAFFIC COMMITTEE

W. R. Scott of Kansas City, chairman, announces that the grain markets of Chicago, Milwaukee, Peoria, Minneapolis, Duluth, Sioux City, Omaha, St. Joseph, Atchison and Kansas City have associated themselves in an organization to be known as the Western Terminal Grain Markets Traffic Committee for the purpose of dealing in a co-operative way with transportation matters affecting the grain trade. It is the hope of these markets that by this means causes of friction over these matters may be materially reduced. It is also expected that a medium will be thus afforded for collective contact with the Interstate Commerce Commission, the carriers, and other interests, which will tend to simplify the transaction of business. Such recognition of the organization will be appreciated by the member markets.

## TERMINAL NOTES

Charles Sincere & Co., have opened a branch office in the Palmer House at Chicago, Ill.

The H. L. Buss Company, grain commission company of Boston, Mass., has retired from business in that city.

F. M. Zeiler is now associated with Frazier, Jélke, & Co., of Chicago. He was formerly head of Zeiler & Co.

Gordon E. Heald is trustee for the Kellogg Huff Grain Company, grain commission merchants of St. Joseph, Mo.

A branch office has been opened by Farnum, Winter & Co., in the Standard Club, Chicago, with Arthur B. Weinberg as manager.

A grain jobbing business is to be conducted at Boston, Mass., by W. H. Mitchell, Jr., who was long associated with R. J. Hardy & Sons.

Brown, Jeklin & Co. was formed at Seattle, Wash. to conduct a grain business. It consists of P. S. Brown, Fred L. Jeklin and E. A. Webster.

A. M. Dardis has been elected president of the New Orleans Board of Trade, Ltd., New Orleans, La., for 1927. H. S. Herring is secretary of the New Orleans Exchange.

The grain laboratory of the Armour Grain Company at Chicago, has been discontinued, and C. Guy Runyon, who was in charge for 13 years, has left that company.

A. John Bailer is now associated with the Quaker Oats Company at Chicago, Ill. Mr. Bailer had for more than 17 years been associated with E. P. Bacon Company.

A grain commission business is to be conducted at 9 Board of Trade Building, Chicago, by McKerr & O'Connor. Both have been in the trade between 10 and 20 years.

The business of the Vye Grain Company at Minneapolis, Minn., has been discontinued and W. R. Vye is now connected with the W. P. Devereux Company.

C. Clark is now manager of the option department of the Taylor Grain Company of Omaha, Neb. He was formerly in the grain business at Holdrege, Neb.

W. S. Bell is chairman of the Grain Committee of the San Francisco Grain Exchange; James J. Sullivan, chief inspector; R. D. Joyce, flour inspector; D. Belknap, secretary.

Articles of incorporation have been filed by the Goodman Grain Company of Houston, Texas. The firm is capitalized at \$20,000. J. E. Josey is interested in the company.

John M. Heyn of Ross & Heyn, New Orleans, La., will continue to act as president for the coming year of the Governing Committee, marine branch of the New Orleans Board of Trade.

A grain and provision department has been opened at Toronto, Ont., by Pellatt & Pellatt, Ltd., under the management of Charles B. Lindsey and

Horace N. Switzer. Mr. Lindsey is a member of the Chicago Board of Trade and Mr. Switzer an associate member of the New York Produce Exchange.

William J. Madden is now associated with the Buerger Commission Company of Milwaukee, Wis. He was formerly with the E. P. Bacon Company of that market, which recently dissolved.

James M. Sheldon is now a partner in the firm of Farnum, Winter & Co., Chicago, Ill. He joined this company two years ago. John Coleman, Jr., was also admitted to partnership recently.

The corporate privileges of the Broker Grain Company on the Minneapolis Chamber of Commerce have been transferred to Broker-Hatch Grain Company on the membership of L. S. Hatch.

William E. Harris & Son of Baltimore have opened a branch office at Washington, D. C., with Herbert A. Kline in charge. The company has branch offices at Harrisonburg and Shenandoah, Va.

The Empire Sales Company has been established at 72 Pearl Street, Buffalo, N. Y., for handling grain and feed at wholesale, by W. R. Embleton. Mr. Embleton was formerly engaged in the feed trade at Buffalo.

The grain and commodity business of Thomson & McKinnon, Chicago, Ill., is to be under the management of Harvey S. Williams, well known grain man who until recently was with Colvin & Co., also of Chicago.

Forty years ago George W. Rose became associated with the Armour Grain Company of Chicago, Ill. His associates in that company recently commemorated the event by presenting him with a silver service.

The Denton-Hart Grain Company is succeeded at Kansas City, Mo., by Oliver Denton Grain Company. Mr. Hart is now associated with the Logan Bros.-Hart Grain Company. The old partnership was dissolved.

A seasonal branch office has been opened at Hotel Del Coronado, Coronado Beach, Calif., by Logan & Bryan, Chicago commission merchants. They have direct wires from Coronado Beach to all leading markets.

Members of the St. Louis Merchants Exchange have voted to discontinue the issuance of \$5 non-member visitors' tickets to the floor of the Exchange. Non-resident visitors' tickets will be continued to be issued.

Crandell & Beck succeed the E. P. Bacon Company in the grain commission business at Milwaukee, Wis. J. J. Crandell was president of the old company and Mr. Beck was associated with him in the same firm.

The interests of P. Brown and Fred Jeklin in the Ryer Grain Company of Portland, Ore., have been bought by the Ryer Bros. Mr. Brown has been located in the Seattle office of the company and Mr. Jeklin in the Portland office.

The partnership of Francis Bro. & Co., of St. Louis, Mo., is to be continued with the following: J. D. P. Francis, D. R. Francis, Jr., T. T. Francis, Thomas T. Francis, C. H. Heimenz, and John E. Riley. David R. Francis was senior partner of the old company.

G. A. Johnson is now associated with Wolcott & Lincoln, Inc., of Kansas City, Mo. He was formerly with the Wichita Terminal Elevator Company, Wichita, Kan. He will be connected principally with the milling wheat merchandising activities of the company.

At the election of the Receivers Association of the Chicago Board of Trade, George E. Booth was elected president; Frank Haines, vice-president; G. F. Swenson, secretary-treasurer; directors, A. M. Kempner, C. Straser, J. J. Coffman, W. M. Hirshey and W. B. Page.

Karl Tidemann has been elected president of the Galveston Board of Trade for the third term. I. H. Kempner was re-elected vice-president, and George Sealy, treasurer. R. P. Zeigler succeeds Baylos E.

Harriss on the Board of Directors, the only change to be made on the board, which now consists of Eustace Taylor, Thomas H. Phillips, H. L. Zeigler, D. Stuart Goodwin, J. F. Ryder and N. Estrada.

Frank Connor is now associated with the B. C. Christopher Grain Company of Kansas City, Mo., as representative soliciting grain consignments in Iowa, Nebraska and northern Kansas. He has been traveling in the Southwest for a number of years in the grain business.

The vacancy on the Board of Directors of the Duluth Board of Trade caused by the resignation of H. S. Newell, who was elected vice-president of the Exchange, has been filled by H. G. Spencer. Mr. Spencer is vice-president of the Consolidated Elevator Company of Duluth.

The Flour Inspection Committee of the St. Louis Merchants Exchange for 1927 is composed of: A. T. Leonhardt, chairman; A. V. Imbs, James Lugenbell, inspector; Christian Bernet, V. H. Glosemeyer; Henry Burg, Julius J. Albrecht, J. C. Brockmeier, Samuel Plant and W. E. Henry.

To deal in wholesale grain, the Gibson-Hintermeister Grain Milling Company has been incorporated at 4560 East Forty-ninth Street, Los Angeles, Calif. The company, which is capitalized at \$25,000, was formed by A. J. and Clyde A. Gibson of Glendale and John D. Hintermeister.

Carlton J. Meyer has established at Buffalo, N. Y., the Gateway Feed & Grain Company. Mr. Meyer had been associated with the grain trade for 20 years. The company will succeed the Collord-Meyer Company with Mr. Meyer as manager and with offices at 722 Chamber of Commerce Building.

A branch office has been opened at St. Joseph, Mo., by Wolcott & Lincoln, Inc., of Kansas City with private wires to Kansas City and Chicago. Charles Adams will be in charge. The company now has branch offices at Hutchinson, Kan., Wichita, Salina and Kinsley, Kan., as well as at St. Joseph, Mo.

A change in rules on the rate of commission for handling wheat has been posted by the Hutchinson Board of Trade as follows: "Article 8, Section 2, shall be amended to read that 1 cent per bushel shall be charged for all week consignments instead of 1 per cent of the selling price or a minimum of 1½ cents per bushel."

F. J. Taylor Grain Company, correspondent for J. E. Bennett & Co., of Chicago, Ill., is represented in Omaha, Neb., by C. M. Clark. Mr. Clark succeeds Jack McDonough as salesman on the trading floor of the Exchange. Mr. Clark was formerly traveling solicitor for the Vanderslice-Lynds Company in western Nebraska and eastern Colorado.

The Merchants Exchange of Portland, Ore., held its annual meeting on January 10 at which the following directors were elected: N. A. Leach, D. A. Pattullo, J. J. Lavin, A. E. Sutton, C. D. Kennedy, D. J. Fraser, Carl Robinson, Clayton R. Jones, Frank H. Ransom, J. S. Campbell and E. J. Dixon. The directors then met and elected C. D. Kennedy president; D. A. Pattullo, vice-president; John C. Campbell, treasurer; and Stanley C. Jewett, secretary. J. S. Peterson is manager and assistant secretary of the Exchange.

Members of the new committees on the Kansas City Board of Trade are: Appeals, L. A. Fuller, chairman, H. C. Gamage, B. L. Hargis, H. J. Smith, Thad. L. Hoffman; Transportation, C. W. Lonsdale, chairman, E. H. Reed, J. Juul, N. E. Carpenter, R. A. Jeanneret, W. B. Lathrop, H. E. Merrill; legislation, C. W. Lonsdale, chairman, J. H. Dffenbaugh, H. C. Gamage, J. S. Hart, W. C. Goffe. W. R. Scott has been reappointed secretary and transportation commissioner; E. D. Bigelow, assistant to the president; C. W. Pershing, assistant secretary; H. F. Hall, treasurer.

At the annual meeting of the Merchants Exchange of Seattle, Wash., H. P. Chapman was elected president. He is vice-president of the Charles H. Lilly Company of Seattle. R. E. Borchgrevink is vice-president; Phil Benedict, secretary of the organization. These officers together with four holdover



members and additional members and additional newly elected directors, Charles Walker, George R. Cary, O. H. Eisenbeis, T. R. Perry, J. S. King and J. B. Hampton, comprise the Board of Directors. Frank R. Hanlon is executive secretary and manager of the Exchange.

The Broker-Hatch Company of Milwaukee has made arrangements to continue the business of E. P. Bacon Company, at Minneapolis, Minn., which recently dissolved. Henry Broker will be president; H. F. Lossbroek, vice-president; Leo S. Hatch, secretary and treasurer. W. B. Hatch, manager since the Minneapolis office of E. P. Bacon Company opened, will continue as manager.

C. W. Lonsdale has been chosen to act as president of the Grain Clearing Company of Kansas City, Mo., to succeed himself. Mr. Lonsdale is head of the Simonds-Shields-Lonsdale Grain Company. B. C. Moore was re-named vice-president; H. F. Spencer, secretary and treasurer; G. G. Lee, manager. Announcement has been made recently of the dissolution of the F. Wendt Grain Company of Milwaukee, Wis.

The offices of Rumsey, Moore & Co., in the Peoria (Ill.) Board of Trade Building have been re-established under the management of N. R. Moore. The capital stock of the firm has been increased from \$3,000 to \$40,000. This company in 1919 merged with the Turner-Hudnut interests and operated this way for seven years. In November 1926 the company announced its intentions of operating independently with the result that the new offices have been opened.

Richard E. Pope after 27 years in the grain business at Boston, Mass., has severed his connections with the industry and is now associated with the Raymond & Whitcomb Company, tourist agency. He is now conducting a tourist party in South America. Mr. Pope was treasurer of H. L. Buss Company, a firm which has been in existence for 50 years. This firm has gone out of business. Mr. Pope was first vice-president of the Boston Grain & Flour Exchange.

## TRADE NOTES

The Weller Manufacturing Company, 1820 Kostner Avenue, Chicago, has just issued a folder which describes in detail, both in text and by illustration, the White Car Door Opener. This opener is operated by hand, is simple, cheap and efficient, and the initial cost is low. The folder will be sent on request to any one interested.

The Folwell-Ahlskog Company, engineers and constructors of elevators and mills, located at 323 N. Michigan Avenue, Chicago, has just completed a large elevator for the Staley Manufacturing Company of Decatur, Ill., and has just received the contract for the new 1,500,000-bushel addition to the Washburn Crosby Elevator at Kansas City, Mo.

J. B. Sedberry, Inc., of Utica, N. Y., distributor of the "Jay Bee" Grinder, reports that the interest among elevators in feed grinding equipment is steadily increasing, as farmers have found that their livestock is their biggest money maker, and that the returns from ground feed are far higher than when whole grain is fed. Elevators are capitalizing this knowledge among the farmers, and many are finding that the feed department is the most profitable in the elevator's activities.

The Jones-Hettelsater Construction Company of Kansas City, Mo., has installed a laboratory in the top story of the Mutual Building where the offices of the company are located. In this laboratory there will be elaborate machinery for testing concrete and other building material, and for research work by the engineers connected with the company. The number of elevators and mills erected by the Jones-Hettelsater organization is growing to be a long one and includes many of the largest in the Southeast. The company has also invaded the eastern field with a contract for the 1,600,000-bushel ele-

vator of the International Milling Company at Buffalo, N. Y.

The demand for Randolph Grain Driers, says the O. W. Randolph Company, Toledo, Ohio, is so great that the company is installing new machinery to increase production.

The Timken Roller Bearing Company, Canton, Ohio, is mailing a card to all interested, with a small roller attached—another card carries with it a section of cone, so anyone can see the principle of the tapered roll which has proved so efficient in the bearings of every kind of machinery and of motor vehicles from push carts to railroad trains. The bearing has given new meaning to the term "frictionless," and it would be hard to estimate the increase it has brought about in the work performed by power units.

The Riverdale Products Company, 208 S. La Salle Street, Chicago, in many years of experience in feed manufacturing and experimentation, has found that good tankage is one of the most valuable constituents of feed designed for hogs, and meat scraps for poultry. George A. Chapman, president of the company, is one of the best known feed authorities in the country, and Red Top Tankage, the product put out by the company, is the result of his knowledge and research and is a feed ingredient that all farmers should use and every elevator handle.

S. T. Edwards Company, 110 S. Dearborn Street, Chicago, feed system engineers, has just completed the remodeling and equipping of a four-story scratch feed unit for Chapin & Co., of Hammond, Ind. Mr. Edwards has also received the contract for a 30,000-bushel elevator and feed plant from the Elgin Flour & Feed Company, Elgin, Ill. The contract calls for a 300-ton storage unit in addition to the elevator and feed mill. Mr. Edwards has been extremely busy giving expert advice and service, not only to new firms just entering the feed business, but also to old established companies like Chapin & Co., who have been manufacturing feeds for 30 years.

## MONTREAL VOLUME SMALLER

The movement of grain through the port of Montreal during 1926 was smaller than in 1925, the Department of Commerce is informed by L. W. Meekins, American trade commissioner at Ottawa, principally because of the rise in the charter rates of tramp steamers due to the British coal strike and because of the unfavorable weather in western Canada, which delayed the shipment of the 1926 wheat crop to the seaboard. Receipts of all kinds of grain at the four elevators operated by the Montreal Harbor Commissioners aggregated 135,897,882 bushels, a decrease of 27,903,843 bushels from the preceding year. Deliveries totaled 134,591,240 bushels, a decrease of 31,621,095 bushels from 1925. The minimum stocks in the elevators at any one time during the past season were 5,110,704 bushels, and the record for the year was reached on November 4, when 11,009,722 bushels were in harbor storage. On December 31 the quantity of grain stored was 8,321,044 bushels.

During 1926 rail receipts were 31,223,158 bushels, arriving in 16,684 cars, as compared with 38,974,626 bushels in 19,549 cars during 1925. Receipts by boat last year were 104,674,724 bushels in 1,343 vessels, against 124,827,099 bushels in 1,571 vessels in 1925.

## FERTILIZER RATES MEAN SAVING TO ELEVATORS

Nearly a half-million dollar saving to elevator operators handling fertilizer as a sideline in Ohio, Michigan, Indiana, Kentucky, and West Virginia, will accrue through the reduced schedule of fertilizer freight rates announced by the Interstate Commerce Commission. The reduction, which will average 60 cents a ton, is the result of the complaints brought three years ago.

The decision affects the central freight association territory and, according to C. S. Long, Ohio

traffic expert, will bring savings in Ohio, of over \$200,000; Michigan, \$75,000; Indiana, \$125,000; Illinois, \$10,000; and West Virginia and Kentucky, \$5,000. The reductions apply both to interstate and intra-state shipments. The new basis of rates is made on a mileage scale and is effective May 17.

## C. D. SUTTON WITH ALLIS-CHALMERS

C. D. Sutton, who is well known in the milling industry, has accepted a position with Allis-Chalmers Manufacturing Company, in charge of the Chicago office of its Flour Mill Machinery Department in the Peoples Gas Building. Mr. Sutton has had wide experience in the milling trade and has often remarked, "It has always seemed as if I was reared in the atmosphere of millers and mill building." At the early age of 16, Mr. Sutton assisted his father, who was a foreman millwright, and engaged in building a 500-barrel mill at Carlinville, Ill. At that time the AMERICAN MILLER called him the youngest millwright in America. This experience was a factor in determining his life work, and after completing high school, Mr. Sutton studied mechanical engineering at Armour Institute, Chicago. After graduating, he engaged in millwright work, but realizing its limitation, secured a position as a miller for the purpose of



C. D. SUTTON

getting experience in mill operating, and following this, became associated with a prominent eastern mill building company, where he remained for several years. About this time Mr. Sutton decided that greater opportunities were offered in specializing in one branch of the milling industry, and chose bleaching as the ideal field of effort. For the next five years he was associated with the Industrial Appliance Company, during which time its system of maturing was installed in various mills exceeding a capacity of 300,000 barrels daily. For the next year Mr. Sutton again engaged in research work, thus further rounding out his experience for the important work to which he has been called.

Mr. Sutton brings to his new work an experience that is extensive and thorough, a wide acquaintance among the millers, and a technical knowledge of milling processes and machinery that is unusual.

## LONDON GRAIN TRADER CALLS UP NEW YORK ON 'PHONE

Alfred Hurst, of the London office of E. A. Strauss & Co., international grain merchants, on January 19 disposed of some details of grain transactions with officials of the New York, N. Y., branch of that house by transatlantic wireless telephone. Several members of New York Produce Exchange exchanged salutations with Mr. Hurst. The charge collected at the London end for the service rendered the grain men, amounted to \$25 per minute.



## ARRIVING AT THE HAPPY MEDIUM IN ELEVATOR COST ACCOUNTING

Too complex a cost accounting system is as bad as no system. The accompanying form for a monthly elevator report has been prepared by a Nebraska elevator owner, who wished to give his manager a form to fill out regularly which would not burden him with unnecessary detail, but which would at the same time, give a complete summary.

From the figures thus made available, the owner may figure out his profit and loss statement in short order, with accurate results. No allowance is made for depreciation on this form, as this and related items may be charged off at the end of the 12-month period. Such charges can better be made at the discretion of the owner or directors, rather than by the manager on the job in the case of the small country station.

When such forms are used by co-operative elevators, five or six carbons may be made with little trouble, thus making an individual copy available for each director. A file of these filled-out forms represents an index of progress which no elevator executive should be without. The objection may be entered that this is too sketchy a form to have any great value, but it must be remembered that it is not offered as a substitute for the regular office journal or ledger, but as a vehicle to bring out the salient facts from those books into a concise form that will show to the owner at a glance the company's status.

A busy manager is apt to pigeonhole a lengthy account form, but he welcomes one which can be disposed of in the minimum of time consistent with good results. A manager who is forced to turn bookkeeper a great share of his time cannot be expected to give proper attention to the operative needs of an elevator. The form shown here has the merit of being a happy medium between the hodge-podge journal entry method and the "over-done" accounting system which has more red tape than value.

## Elevator Report

for

19....

### Grain Bought, Bushels

	Cost
Corn .....	\$.....
Oats .....	.....
Rye .....	.....
.....	.....
.....	.....
.....	.....

### Grain Sold, Bushels

	Brought
.....	\$.....
.....	.....
.....	.....
.....	.....
.....	.....
.....	.....

### Grain In Elevator At End of Month

Corn .....	.....
Oats .....	.....
Rye .....	.....
.....	.....
.....	.....

### Feed Bought

	Cost
.....	\$.....
.....	.....
.....	.....

### Feed Sold

	Brought
.....	\$.....
.....	.....
.....	.....

### Expenses During Month

.....	.....
.....	.....
.....	.....

### Bank Balance

Cash on hand beginning of month .....	\$.....
Deposited .....	.....
Total .....	\$.....
Withdrawn .....	\$.....
Balance .....	\$.....

### Notes Owed Banks

Amounts	Due
\$.....	.....
.....	.....
.....	.....

Use Reverse Side for Miscellaneous Information

## HINTS FOR THE ELEVATOR MILLWRIGHT

By JAMES F. HOBART

Aside from the wear and tear of files from improper storage when not in use, many good files are spoiled long before they should be, by improper use. Which man among you, has not more than once picked up a file and forced it back and forth, perhaps upon pretty hard steel, in a manner which made the file "squawk" loudly? Do you know that a file is doing little useful work, and is using itself up badly when thus applied to work? Particularly when filing hard metal should the file be moved forward very slowly indeed. Pretty hard steel can be filed if the file be forced against it very slowly indeed, but the file teeth are punished unmercifully when the file is run fast against the hard metal.

There's another thing which puts a lot of files out of commission before they are worn out, and that is: A collection of grease and dirt between the file teeth, which, perhaps with a lot of metal filings, becomes packed in so hard that the file teeth cannot cut when the file is pushed across a bit of metal. There are several ways of removing hardened grease, oil and dirt from between the file teeth. If the deposit has not become very much hardened, use the file card wet with gasoline, naphtha, coal-oil or turpentine. The liquid will "cut" the grease and dirt so the file card can remove it from between the teeth.

If the deposit has become exceedingly hard, place a quantity of potash in a kettle big enough to contain the files. Cover them with water and boil for an hour or two, then clean with the file card, or with a fiber scrubbing brush, rinse off the files with plenty of hot water, dry thoroughly, rub with a little light oil—three in one is very good, and your files will take right hold of the work, almost as well as when they were new. But, don't rinse the

files with cold water and then throw them aside until needed. Do so, and you will find, almost invariably, that the files have rusted so badly as to be almost or quite worthless. Use hot rinse water, and oil the files, and there will be no trouble from their rusting.

When you have file-work which is wet, or when your files have been exposed to water, and you haven't facilities for drying them, then have a box of dehydrated lime at hand—air-slaked lime will answer—push the files completely under the lime, and leave them there until needed for use again, and the files will never rust. This scheme is also good for all small steel tools, bits, drills, and any other tool that can be pushed into the box of lime kept handy for that purpose.

\* \* \*

"Begorra, Oi'll be after lavin this place and goin' till Ameriky," old Jim Murney exclaimed as he stamped into his flag shanty beside the Nickel Plate Railroad.

"What's the matter Jim?" asked Big Bill Davis as he stopped at the shanty while walking to the New Way Elevator, just as the flagmen bounced out of his shanty and attempted to flag off the track an advertising truck which chanced to be passing by at the time.

"Begorra and Oi'll be goin' to Ameriky where Oi moight be killed by bootleggers but Oi won't be scared to death by grain elevator advertising spalpanes," and the old flagman slammed the door in disgust.

Mr. Davis joined the truck driver as soon as that man could stop laughing long enough to stop the truck which was thoroughly covered with signs "Hogfood", "Chickenfeed" and "New Way Elevator", which was making and grinding the specialty mentioned. It seemed that a locomotive bell had been borrowed from the railroad round-house and mounted inside of the truck. Just as the

crossing was reached the bell happened to be struck by the driver and the flagman, Jim, dozing in his shanty, rushed out in amazement thinking that a train had slipped upon him unawares. He attempted to flag the truck and gave vent to the "Go to Ameriky" expression when he discovered he had been fooled.

"Mr. Davis", said the truck driver, "how are they going to make this feed at the New Way Elevator? I wish you would tell me all about it."

"Not just yet my friend," replied Mr. Davis. "The elevator people are not ready to give out that information. Later, I hope to be able to tell you all about it."

## 8,000,000-BUSHEL CAPACITY UNDER UNIFIED CONTROL

The Western Elevating Association, Buffalo, N. Y., which has had a state charter for 40 some years, has now been brought into activity again, with George E. Pierce as president. This association has taken over the operation of the Dakota Elevator, the Great Eastern Elevator and the Superior Elevator. They also have a working arrangement with the Evans Elevator. In these various elevators there is a combined capacity of 8,000,000 bushels of elevator storage (all of which is fireproof with the exception of 300,000 bushels), an elevation capacity of 100,000 bushels per hour, both rail or water, and a loading capacity of 125,000 bushels per hour, rail or water. The operating company will have at its command equipment for clipping, cleaning, drying and bleaching grain and these services are to be tendered to the trade on a fair and equitable basis.

The Western Elevating Association will be a strictly service corporation will not own any grain, or enter into the cash-grain business itself in any way.



# NEWS LETTERS

## BUFFALO

ELMER M. HILL CORRESPONDENT

THE Western Elevating Association has been revived and has taken over the operation of four grain elevators in Buffalo under the direction of George E. Pierce, who for more than 35 years has been prominently identified with the grain elevator and forwarding business at this port. The elevators involved in the new combination include the Great Eastern, Dakota, Superior and Evans, with a total storage capacity of 8,000,000 bushels. They have an elevating capacity of 100,000 bushels an hour and a loading capacity of 125,000 bushels an hour with equipment for clipping, cleaning, drying and bleaching grain.

The services of the Western Elevating Association will be available to the trade on a fair and equitable basis and Mr. Pierce, who has been elected president of the organization which is operating under a charter granted more than 40 years ago, says the Association will be a service corporation exclusively and will not own any grain or enter into the cash grain business itself in any way.

"For some years past the trade has demanded an elevator service at Buffalo fully equipped with all machinery to meet its requirements and open to all users of the port on a fair and equitable rate structure," said Mr. Pierce in outlining the policies of the new company. "It was with this thought in mind that the interests behind the present consolidation have purchased the four elevators and have brought them under one management."

Topping all previous records by 4,000,000 bushels, Port Colborne retained its position as Canada's third largest grain port during 1926. The record was retained despite serious setbacks to lake freighters due to the late opening of navigation caused by ice conditions. Harbor elevators at Port Colborne, Ont., handled during the year 82,000,000 bushels of grain, an increase of 16,000,000 bushels over 1925, it was announced by the port elevator authorities:

Fire in the grain elevator of the George J. Meyer Malt & Grain Corporation at 1314-1318 Niagara Street, Buffalo, did more than \$50,000 damage. Most of the damage was done to grain in storage in the concrete bins. There were about 100,000 bushels of barley and about an equal amount of corn in the storage bins at the time of the fire. The cause of the blaze is given as spontaneous combustion in the cupola of the grain elevator. Three alarms of fire were necessary to bring out sufficient equipment to get the blaze under control. Officials of the company say the damage is fully covered by insurance.

The Jones-Hettelsater Construction Company has been awarded the contract for building the new 1,600,000-bushel grain elevator at Buffalo for the International Milling Corporation. Construction work already is well under way and it is expected the elevator will be ready for operation late in June or early in July.

Samuel Freedman of Buffalo, a retail feed dealer, filed a voluntary petition in bankruptcy early this month scheduling liabilities of \$19,880 with assets of \$20,634 but at the first meeting of creditors held in bankruptcy court it developed that creditors probably will not receive more than 30 cents on the dollar.

Leaders in the grain and milling trades in Buffalo were grieved to learn of the death in San Francisco of Alfred Rose, prominent cereal manufacturer, formerly of New York, Buffalo, Chicago and Minneapolis. Mr. Rose was 69 years old and became famous some years ago by spending millions of dollars advertising "Sunny Jim" as a character in cereal promotion work. Mr. Rose left Buffalo about 25 years ago. He had been associated with the old H-O Company, in the capacity of advertising manager. His exploitation of "Sunny Jim" was in connection with the marketing of "Force," a breakfast cereal.

The Eastern Grain, Mill & Elevator Corporation of Buffalo, has filed a certificate increasing its capitalization from \$6,000,000 to \$7,000,000. The capital stock now consists of \$2,000,000 of preferred and \$5,000,000

of common stock. Directors of the company which authorized increased capitalization are Nisbet Grammer, John J. Rammacher, Norman P. Clement, Margaret H. Clement, Edwin J. Douglass and George J. Grammer.

The Albany, N. Y., Port Commission is negotiating with Chicago architects for plans for the construction of a 3,000,000-bushel grain elevator to be built at the New York state capital. It is said that construction of a grain elevator at Albany would tend to divert considerable business from Buffalo, Montreal, New York, Philadelphia and Baltimore, providing, however, the proper rail rates could be made effective and appropriations are obtained from the Federal Government for deepening the upper section of the Hudson River so that ocean steamers could navigate the river from New York to Albany. The rail distance from Oswego to Albany is 150 miles while the Buffalo-New York rail route is 400 miles. The distance to Albany from Oswego via the various state highways is 182 miles. The Barge Canal-Hudson River confluence is at Troy, about six miles above Albany.

## LOUISVILLE

A. W. WILLIAMS CORRESPONDENT

DEMAND for grain has been quiet, movement both in and out being slow, although stocks on long storage are quite good. Corn drying has been active. Oat sacking for seeding demand will pick up shortly. The weather over late December and most of January was so wet that roads were impossible, and movement to and from sections without hard roads has been quite light. In southern Indiana for a time truck loads on some made roads were held down to one ton by the authorities, to protect the very soft foundations. The Ohio River over early February was at flood stage, stopping all river transportation, as landings were under water, and at a number of rural points freight has had a hard time getting to loading point since the river dropped, due to accumulated mud.

Demand for manufactured feeds, poultry feeds, etc., has improved considerably, as dairy business is good, and the heavy feeding season for poultry is at hand. General conditions have been showing some improvement since February 1, and the general outlook is for better business. However, right now demand is rather spasmodic and for small lots, due in part to excellent railroad service in quick delivery.

Hay movement has been light on account of wet roads preventing movement, along with floods in the Ohio Valley which for a time stopped river shipments. However, there has been plenty of hay on the market and prices are fairly steady. No. 1 Timothy is quoted at \$20 a ton baled; No. 2, \$19; No. 1 Mixed, \$19; No. 2, \$18; local Alfalfa, \$20; western, \$28; wheat and oat straw, \$14; rye straw, \$16. Clover is scarce, but selling at about the price of straight Timothy.

An unusual condition prevails in the oats market, where there is a very wide spread as between grades. No. 2 White oats at 53 cents, while No. 3 are 48 cents, or a spread of five cents, as against a normal spread of one to two cents. Some handlers have endeavored to show that this is due to demand for seed oats, but again there is a five-cent spread between No. 3 and No. 4 White, the latter being 43 cents, as against 48 cents for No. 3. Of course, demand for No. 2 White for seed use, is forcing the price, which is having a tendency to force feeders to No. 3, but still the range is too wide. Oat planting starts in early March in this section.

At the Kentucky Public Elevator Company, it was reported that a very good long storage stock of grain was in hand, but that daily handlings were light. The company has also been quite busy in drying 1926 corn, which has been moving more freely.

Corn is in fair movement at fairly steady prices. No. 2 White is 82 cents, with Yellow at the same price, and Mixed at 80 cents; while No. 3, is 79 cents for White and Yellow and 77 for Mixed. Corn is coming in very wet, running 21 to 23 per cent moisture, or

as wet as in the fall, resulting in concerns with driers being kept quite busy in drying it down to around 15 or 16 per cent.

At the Ballard & Ballard Company, construction is active, a new front being put on the office building, which is being extended to the street, while some rear construction is being torn away to make room for the new 1,000,000-bushel elevator to be erected in the back end of the property.

R. M. Hartwell, 76 years of age, member of the local grain house of H. Verhoff & Co., with offices in the Columbia Building, and formerly operating a local elevator, died on Sunday morning, February 6, at his home in Louisville, following an illness of some weeks. Mr. Hartwell is one of several members of the organization who have died within the past three years. He is survived by his widow, two daughters, and a son, W. C. Hartwell, of Louisville, and one sister.

Nothing new has been reported in regard to proposed plans for again producing medicinal whisky, in which Kentucky distillers are much interested. The old Pepper distillery at Lexington, Ky., was recently reported to be getting ready to remodel and get in shape for operation, if there should be any developments.

Colonel J. W. McCulloch, of Owensboro, Ky., for years head of the old Green River Distillery, and one of the largest grain buyers and distillers in the state, recently died at his home there of paralysis. Col. McCulloch made a large fortune out of his distillery business, but lost most of it in recent years in bad deals.

Wood, Stubbs & Co., Louisville, large seed and seed grain dealers, has passed through bankruptcy, the assets being sold by the court. W. N. Arterburn, a former president of the company, who had been out a couple of years, bought the assets, and has formed a new company as Wood-Stubbs Company, to go ahead with the business.

The Louisville Board of Trade recently named its 1927 committee chairmen. Lee Callahan, of Callahan & Sons, is head of the Grain Committee; Henry Freuchtenicht, of the Hay Committee; and David Morton, president of Ballard & Ballard Company, of the Flour and Milling Committee.

Ed Scheer, Bingham Hewett Grain Company, reported that business was quiet, but that with the planting season close at hand there should be some improvement in demand for seed grain, while with better road conditions there would also be more active movements.

## INDIANAPOLIS

H. M. RUDEAUX CORRESPONDENT

LIGHT shipments of grain to this market are due to the condition of the country roads during the past 10 days. Farmers have been unable to market their grain due to the road conditions and until another cold spell arrives and the roads freeze up, arrivals are expected to be very light. Some wheat is moving but only in scattered shipments, with only a fair demand. Reports from the country indicate that the acreage is in good shape, and wheat is wintering very good having been protected by heavy snows. Now that the snow has disappeared there is a possibility of some damage should extremely cold weather set in, as the fields are very wet.

Corn is arriving in a wet condition brought about by the mild damp weather recently. However, the demand is excellent and arrivals are disposed of readily. Shippers notices are very scarce which indicates a very light movement for a time, unless there is a decided improvement in the country roads.

Oats are arriving in fairly good volume, grading Sample and No. 4 White, which constitute the receipts, and are hard to sell. Elevators have been taking the receipts freely and conditioning them, but at present this outlet seems well supplied. No. 2



White oats are very scarce and only an occasional car drifts to market. Even with the moderate inquiry for seed oats, the demand is hard to supply, and if the usual demand appears there is bound to be a decided shortage.

The Kinney Grain Company has just completed some changes in its office. A private office has been built, which, according to Warren Mannon, has been a long felt necessity, especially in talking to country shippers. The walls have been repainted and things in general given a thorough renovating. Mr. Mannon reports a very keen demand for good No. 2 White oats, and similar conditions exist with other good grades of corn and wheat.

Work at Elevator "B," at Beech Grove, Ind., has been completed. The new oats house is working in good shape and the bleacher has been doing a little overtime.

Mr. Sheppard, manager of the Cleveland Grain & Milling Company, has been out of the city for several days.

Millfeeds are in very light demand with some liberal offerings. Cottonseed meal, which has been in good demand, has practically faded from the picture and only an occasional demand now appears.

Hay is scattered with a very light demand, and extremely heavy offerings, with all indications of an easier market and lower prices. Hay has been shipped from Indianapolis to St. Louis during the early part of the season, but the demand at present comes from all points around Indianapolis, especially where it can be rebilled on a low rate. At present there is a scattered inquiry from southern points, but nothing to become excited over. Some inquiry for ear corn from eastern points but owing to the high and impossible rate of freight, sales cannot be effected. Pittsburgh dealers have been asking for quotations on ear corn, which is probably due to the Ohio quarantine, but the high rate of freight prohibits sales. O. D. Kendrick, of the Kendrick & Sloan Company, is under the impression that the present depression is due to the fact that a general depression exists in all lines of business, which will improve with the coming of spring weather.

A. S. Swanson, in charge of the wheat department of Kendrick & Sloan, reports business in that line good, with an improving demand from the South. More inquiry from southern millers is quite noticeable in the past 10 days, says Mr. Swanson. The lack of demand from the South early in the season was due to the fact that the best crop of wheat ever raised in the South was raised last year. The local supply is about exhausted now and the southern millers are drawing on the northern markets for wheat.

Mr. Williams, of the Frank H. Williams Grain Company, of Paris, Ill., spent February 9 in the city with his wife, and was a visitor of the Boyd Grain Company.

## KANSAS CITY

B. S. BROWN - CORRESPONDENT

ACCORDING to an announcement made by W. R. Scott, transportation commissioner of the Kansas City Board of Trade, and chairman of the newly formed committee, the grain markets of Chicago, Milwaukee, Peoria, Minneapolis, Duluth, Sioux City, Omaha, St. Joseph, Atchison, and Kansas City, have associated themselves in an organization to be known as the Western Terminal Grain Market Traffic Committee, for the purpose of dealing in a co-operative way with transportation matters affecting the grain trade. It is the hope of these markets that by this means causes of friction over these matters may be materially reduced. It is also expected that a medium will be thus afforded for collective contact with the Interstate Commerce Commission, the carriers, and other interests, which will tend to simplify the transaction of business. Such recognition of the organization will be appreciated by the member markets.

A conference of representatives of shippers, carriers and state commissions was held here on January 20, following the order of the Interstate Commerce Commission for an investigation of all grain rates in the West. Three Interstate Commerce Commission examiners conducted the conference at the Kansas City Athletic Club. The conference was held as a preliminary to the general hearing which will probably be held in Dallas, or Fort Worth, some time near May 1, at which time any question with regard to rates on grain and grain products will be considered. One of the important questions, which will undoubtedly come up for determination is whether the mileage scale or rates shall supplant relationships

which have been developed in locating and building up industries and in the competition among the carriers which have made arbitrary rates to certain sections. The grain and milling trade in this section generally does not want the rates fixed on a mileage basis, but want to maintain the present relationships. Of especial importance to Kansas City is the maintenance of the present rate structure from Kansas points to Kansas City. More than 200 attended the conference, which was held before Arthur R. Mackley, attorney examiner, Warren H. Waggoner, assistant chief examiner, and George J. Hall, examiner. Commissioner Meyer will have personal charge of the general hearing which will be held in May, and will be assisted by three examiners.

Plans are being made for the second International Wheat Pool Conference, to be held in Kansas City in May at the Hotel Baltimore. Ernest R. Downie of Wichita, general manager of the Kansas Co-operative Wheat Marketing Association, who is secretary of the committee to handle the convention, will come to Kansas City sometime within the next few weeks to make definite plans. The conference will continue for three days, and will be largely for the purpose of co-operating the co-operative selling organizations in the various countries.

The Washburn-Crosby Company is to make a considerable addition to its grain storage capacity in its Kansas City plant, according to an announcement made by E. P. Mitchell, manager of the Kansas City interests of the Washburn-Crosby Company. With the 1,500,000-bushel addition to their present storage capacity, the Kansas City mill will have a 4,000,000-bushel capacity, the largest mill storage in the Southwest. The contract has been awarded to the Folwell-Ahlskog Company of Chicago, and construction will begin immediately. It is expected that the addition will be completed before the new crop. The Washburn-Crosby Company has shown the greatest growth of any mill in the Southwest since the establishment of its Kansas City mill about four years ago. Starting with a milling capacity of 3,000 barrels daily and grain storage facilities of 1,500,000 bushels, they made a 1,000,000-bushel addition in storage tank equipment, after two years, and in June of 1926 completed a second mill unit providing 3,500 barrels' additional milling capacity. When the new addition is completed the Kansas City plant will have a milling capacity of 6,500 barrels daily and a storage capacity of 4,000,000 bushels.

The Missouri State Grain Inspection department has had to raise the rate for weighing cars in and out, and transfers at terminal markets from 75 cents to the new rate of \$1, according to an announcement made by Roy H. Monier, commissioner. The increase in rates was effected February 1. Mr. Monier explained the cause of the increase in rates, saying that according to the present law regulating the receipts of the grain warehouse commissioner of Missouri, the surplus on hand at the end of the biennial period reverts to the general revenue fund of Missouri. On December 31 there was an approximate surplus of \$50,000 on hand which automatically became a part of the general revenue fund. Since this is a dull season, even after the reduction of payroll and other expenses of the department, the receipts were insufficient to maintain the Grain Inspection and Weighing Department, and consequently the increase in rate was made. Mr. Monier has prepared a bill which is being urged for passage at the present legislature, providing that a surplus of at least \$30,000 be retained by the inspection department, to absorb any possible losses during the dull period, and prevent the necessity of changing rates to take care of running expenses. It is hoped that the rates can be lowered as soon as the receipts justify, probably near July 1.

The Chicago & Alton Elevator, which is leased to the Southwest Co-operative Wheat Growers Association, is to have an increase in its storage capacity of 1,000,000 bushels, making its total capacity 2,000,000. The present elevator was built by the Chicago & Alton last year at a construction cost of \$400,000. The second unit will be completed before the new wheat crop is harvested. John Vesecky, of Timken, Kan., president of the Southwest Co-operative Wheat Growers Association, has moved from Timken to Kansas City, Kan.

On January 24, the state supreme court of Missouri held that the old Missouri law against trading in grain futures was constitutional. The ruling was in a test case of J. K. Christopher, of B. C. Christopher & Co., of Kansas City, who was convicted in 1925 for violating the state grain futures law, and fined \$1,000. The Kansas City Board of Trade, and the Chicago Board of Trade, Mr. Christopher being a member of both Boards, lent their aid in an effort to overthrow the act. Following an adverse decision in the Pettis County court the case was appealed to the supreme court of the state, which has just rendered its opinion. The defense contends that the Federal Government, through its Grain Futures Act, assumed control of all trading in grain, thus nullifying the state act on the same subject, and that the transactions at Sedalia

were proper under the Federal act because all transactions made at Sedalia were completed at Kansas City or Chicago, which are contract markets. However, Judge J. T. White, who wrote the supreme court's opinion, held that transactions in the case occurred at Sedalia, which is not a contract market, such as provided under the national Grain Futures Act and that the conduct of that office was not covered by Federal law, but came under state law. The ruling is important to all grain companies, since the practice of the B. C. Christopher company is identical with that of other grain dealers of both Kansas City and Chicago. Attorneys will ask for a rehearing.

The directors of the Grain Clearing Company elected officers on January 27, re-electing all the officers who served last year. C. W. Lonsdale, of Simonds-Shields-Lonsdale, is president, B. C. Moore, of the Moore-Seaver Grain Company, first vice-president, J. J. Wolcott, of the Wolcott & Lincoln Grain Company, second vice-president, H. F. Spencer, secretary-treasurer. G. G. Lee was reappointed manager.

New rates from this territory to Texas and Louisiana went into effect on February 1. Although there were some advances in rates to points in Louisiana, there were also many reductions and the change in rates to Texas points were all reductions. The changed rates are carried in Southwestern Lines' Tariff 47 L and 32 V. They provide that wheat and flour shall be carried at the same rates. On the whole, the new rates are an advantage to the grain and milling interests.

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

A REAL old-fashioned heavy grain movement has set in at the Milwaukee market and grain traders hope fervently that it will last for a long time. For the first time this crop season the volume of offerings is actually better than looked for for the season. Even the barley trade, which has been in the dumps for a long time, has popped up with offerings for the last month of approximately 950,000 bushels as compared with a supply of only 763,000 bushels for the same month a year ago, a gain of close to 200,000 bushels.

Grain dealers also report a very satisfactory flow of grain during the month of February, indicating that the tendency of larger offerings which developed in January is keeping up. In one day the offerings were in excess of 300 carloads, which is an exceptionally good showing. Leading grain handlers here believe that the farmers are rushing in their grain holdings to get rid of them before the big spring thaw in the country roads, and before the rush of spring work takes the farmer to the fields.

A big rush in the malting business is reported by the leading maltsters of Milwaukee. The figures for the past month show that the total was over 270,000 bushels as compared with shipments of only 197,000 bushels for the corresponding month a year ago. This suggests an increase of 35 to 40 per cent in malt shipments.

Wisconsin farmers and the grain trade in the state have become much concerned over the corn borer situation and the possible menace that this pest now is to this state's annual production of more than 100,000,000 bushels of corn. Senator Goodland of Racine sponsored a bill in the legislature preventing the transportation into Wisconsin of grains carrying plant diseases. This bill will take care of the corn borer as well as other pests which may come up in the future. Senator Goodland urged immediate action on his bill contending that even a week's delay would be serious. The bill was then taken up and passed immediately in the senate by a good sized majority. The state commissioner of agriculture had also previously taken steps to bar the shipments of corn or any other plants containing the corn borer into the state, either by lake, or by land transportation. The fact that the corn borer has been found in Illinois has aroused the entire state to the thought that the menace may be in Wisconsin before long.

The rate of interest for the month of February, 1927, has been fixed by the Finance Committee of the Chamber of Commerce at 6 per cent. The money market is steady.

With four steamers in port for winter storage of grain, three of which are loaded with grain, the total stocks of grain in Milwaukee have passed the 5,000,000-bushel mark. The latest figures show approximately 5,014,000 bushels. This is the highest figure of the season. The elevator supplies of grains are 4,201,000 bushels, consisting of 75,000 bushels of wheat; 1,414,000 bushels of corn; 1,962,000 bushels of oats; 161,000 bushels of barley; and 568,000 bushels



of rye. The total of grain afloat is more than 800,000 bushels; with 390,000 bushels of corn; 318,000 bushels of oats; and 104,000 bushels of rye. The total holdings of corn are close to the 2,000,000-bushel mark, while the stock of oats is considerably more than 2,000,000 bushels.

Herman R. Strietzel, aged 62, grain and feed dealer on the northwest side of the city for many years, is dead, after an illness of several months. Mr. Strietzel came to Milwaukee from Germany in 1890. About 1902 he founded the grain and feed business of which he was the head until the time of his death. He is survived by a widow, two sons and two daughters.

Members of the Chamber of Commerce have started a hot controversy on the use of "is" and "are" in reports of the grain market. The grammatical riddle has caused no end of talk and comment. The battle started over the innocent noun "oats." The grain pit stilled for a moment to get the low down on the issue of whether "oats is" or "oats are," and the babble broke out stronger than it does when the market takes a quick slide.

"Oats are," contended E. G. Hadden. "How do you get that way?" objected Secretary Harry A. Plumb. "Oats is a grain used in the collective sense. You don't say, 'Wheat are lower,' or, 'Barley are higher.' Wheat is as plural as oats." "Darned if I know," confessed Harry Stratton, "but judging from the amount of grain comin' in now, 'is' would be more applicable."

Albert Taylor's opinion was sought with no decision. Even Noah Webster's ideas did not settle the squabble.

Governor Fred Zimmerman has appointed William H. Scott of Superior to act as a member of the Wisconsin Grain and Warehouse Commission to succeed E. W. Feidler. It is believed that the appointment will be confirmed without any serious contest.

Continuance of the work on the new Milwaukee Harbor has been practically assured by the inclusion of the item of \$800,000 in the army rivers and harbor bill which has been reported out favorably from the House Appropriations Committee. Of the total sum of \$800,000, some \$22,000 is scheduled for harbor maintenance and about \$788,000 is planned to continue building of the outer break water protecting the harbor. When the report of \$800,000 for the Milwaukee project was brought up, Major Milo H. Fox, of the engineers' corps, reported that the City of Milwaukee is building an extensive harbor on the lake to take the place of the harbor now being maintained in the Milwaukee and the Kinnickinnic Rivers. Major Fox explained that within a few years Milwaukee will have moved the bulk of its lake traffic from these difficult bends in the river to a free and open harbor on the lake front sheltered by a long breakwater.

It was also explained that the total cost of the outer breakwater will be \$592,000. At the hearing it was announced that Milwaukee is furnishing all the land for the new harbor, and that the city is also planning on the building of extensive terminal structures to be connected by rail with the ship docks. The U. S. Government is furnishing the breakwater facilities only.

K. A. Albrecht, traffic director of the Milwaukee Harbor Commission, announced officially that if the litigation over Jones Island property is decided in favor of the city, the harbor commission will be ready to expend approximately \$1,100,000 in 1927. Mr. Albrecht was making an address before the Milwaukee Real Estate Board. The contemplated building by the harbor commission, he explained, is two car ferry slips to cost about \$600,000 when the railway connections are provided for. Besides, he said, that a large dock warehouse is contemplated to cost about \$500,000, when the rail tracks are arranged for.

The grain commission firm of E. P. Bacon Company, which had been in business here for upwards of 40 years, and was to be discontinued, has been taken over by J. J. Crandall, former president of the E. P. Bacon Company, and Linus J. Beck, former associate of Mr. Crandall. The new business name will be Crandall & Beck. For many years the Bacon company was one of the most popular concerns on the Board and had a goodly percentage of the grain receipts offered here from day to day.

Milwaukee grain men are pricking up their ears with news that in all likelihood the McNary-Haugen Bill will pass Congress within a short time and they are trying to figure out what effect such a law would be likely to have on the grain market. One group of opinions is that such a law would prove a stimulus to the grain market which would last only a short time and that within a brief period the grain business would be right back on the same old foundation of immediate supply and demand. In other words, the feeling is that it will have only a sentimental effect and no real and lasting influence. "When it is certain that the bill will pass, or when the bill actually has passed, the market is bound to

rally," declared Albert Taylor, of the Wisconsin Grain & Elevator Company. "But soon after that we will be right back to realities and the old market factors," he contended.

Another group of opinions is that the McNary-Haugen Bill is a profound puzzle and that no one can estimate in advance just what the effect will be, so far reaching may be its influence. "Making this bill into a law would undoubtedly stimulate the market for a time, but what will eventually work out of such a law is just a mere matter of guessing and speculation," was the opinion of P. P. Donahue, veteran grain trader and former president of the Chamber of Commerce.



JUST as had been forecast, no upset came about at the annual election of the Duluth Board of Trade. The slate placed in the running at the nomination meeting went through without opposition. George Barnum, Jr., was elected president; H. S. Newell, vice-president; and W. B. Joyce, W. J. McCabe and Cecil C. Blair were elected directors. On account of the election of H. S. Newell as vice-president, when he was also a director, he resigned from the directorate and G. H. Spencer was elected to the vacancy.

The new reinforced concrete bin additions of the Itasca and Cargill Elevators at Superior have been completed by the Barnett & Record Company and they are now handling grain through their working houses. Both additions are regarded as modern in every particular and they are recognized as fast and efficient in receiving grain. With the efficient fire protection afforded, both houses take low insurance classifications.

Oscar E. Martin, grain commission merchant and a member of the Duluth Board of Trade, has left upon a trip to Honolulu. He expects to be away two months and as it is his first vacation in some time he declared before leaving that he expects to make the most of it.

Ward Ames of the Barnes-Ames Company is spending a vacation at Miami, Fla. W. J. McCabe of McCabe Bros. & Co., is spending a vacation in taking a West Indies trip.

Walter Stanger, secretary of the Itasca Elevator Company, has returned from a business trip to New York. He expressed himself as having been greatly impressed over the wide ramifications of the export trade being done from that market. It was the general opinion, he found, that the opening of trading in wheat futures on that market had proven of great assistance to exporters. The view is held down there that foreigners are likely to be more actively in the American markets for wheat supplies on a liberal scale before the close of the season.

With Duluth and Superior elevator interests so closely associated, grain men here were interested in recent announcements of two appointments to the Wisconsin State Grain Commission. William H. Scott, for 18 years a weighman in the department, has been appointed to succeed E. W. Feidler, chairman of the Commission. Mr. Feidler is planning to enter the trade with a nationally known grain concern. John A. Bardon of Superior has been appointed to another vacancy on the Commission. The new appointee is one of the pioneer citizens of Superior. He is a veteran member of the County Board of Supervisors and was its chairman from 1921 to 1926.

The movement of Durum wheat came on a heavy scale on this market during the last month. Millers were persistently in the market for high grade grain to cover the manufacture of some specialties for which high prices are obtainable. With the appearance of larger receipts from the country later on in the month, buyers were enabled to do a little picking and the premium on Nos. 1 and 2 Amber Durum which mounted up to as high last month as 50 cents over the May price was cut exactly in two recently. An interesting development, however, came in the stirring up of a substantial demand from millers for medium grades of Durum that have, up to the present, been left to the elevators to absorb. That class of Durum was wanted by millers to take care of macaroni flour export orders and a Duluth milling company has been paying fancy prices all season for high grade Durum of good weight and color for the manufacture of a special product for which it has already worked up a large market through a national advertising campaign. Buying from that quarter has resulted in good milling Durum commanding wide premiums over Spring wheat on this mar-

ket. Spring wheat stocks in the houses here now, aggregating \$2,900,000 bushels, are largely carded for movement to Buffalo this Spring.

The Globe Elevator Company and other interests carrying approximately 8,000,000 bushels of oats on this market were reported to have been in receipt of substantial eastern inquiry for them recently and some fair sales are said to have been put through. A proportion of the oats are of the 1925 crop making them more desirable from a merchandising standpoint than last season's product in point of weight and color, enabling their holder to obtain good premiums for them.

Charles H. Thornton, a former prominent grain man here, was a visitor on the Board of Trade here recently, after a run up to Winnipeg, where he had operated for several years. He found that a considerable proportion of members of the Canadian Wheat Pool are dissatisfied with its operation and have announced their determinations to pull out from it after their membership terms have expired, which will be this year.

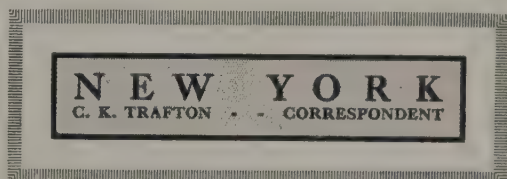
S. W. Paine, assistant manager of the Duluth Board of Trade Clearing House Association was reported in error in the January issue of the AMERICAN ELEVATOR AND GRAIN TRADE to have been a son of the late Franklin Paine, a former manager of the Clearing House. He is, on the contrary, not even distantly related to the former Clearing House head here.

R. M. White of the White Grain Company, commented upon a persistently broadening demand for feeds and coarse grains on this market from dairy and cattle interests. Sales of hay to lumbering interests over northern Minnesota have been the heaviest in several years by reason of the almost complete failure of the crop over wide areas of territory last season. Carlot shipments of hay are being made to Cloquet and other districts that in normal seasons have had supplies of it to dispose of, Mr. White asserted.

Chas. Baker, J. E. Schiller and Walter Stanger are continuing to act as the Quotation Committee on this market under the new board of officers. They have been in receipt of many warm communications from dealers so far upon their fairness in fixing the price basis of grains from day to day. They are credited with good judgment in making some difficult rulings at times.

W. B. Jones, manager of the Hallet & Cary Company's Duluth office, still retains his rank as the bear leader here, though his title has been challenged by Eddie Woodruff and a few others at times. "Bill" claims that he is hoping for the best but that he does not see how holders of surplus stocks of Winter wheat and some other grains can hope to see the market maintained in view of the large holdings of Canadian grain remaining to be marketed. He also professes to be unable to see much good in flaxseed unless a miracle happens.

Holdings of grain in Duluth and Superior elevators as of February 10, aggregated 23,575,000 bushels and with a rated capacity of nearly 40,000,000 bushels as a result of the recently added storage space, operators have now no misgivings on the score of being able to take care of any marketings from the country likely to develop up to the opening of the new season's navigation.



A PLACARD which attracted wide-spread attention recently on the floor of the N. Y. Produce Exchange gave notice to the effect that the first Minstrel Show of the Exchange, which was sponsored by the Bowling Club, would take place in the grand ball-room of the Waldorf-Astoria Hotel on April 1. The show is to consist of short, snappy numbers, providing entertainment for about two-and-a-half hours, after which there will be dancing. The show is in charge of the following committee: Walter Moore, chairman; Richard J. Kaiser, Charles Conner, Frank Hoey, John Frey, William T. Burke, and Joseph A. Robinson. A number of talented members will entertain with solo numbers and enough volunteers have come forward to assure a large chorus which has already started to rehearse. Members have offered generous financial contributions for the purpose of engaging professional talent and various professionals as well as "outside" amateurs with talent have offered their services gratis. The Committee, however, wishes to limit the show exclusively to "home" talent, of which there is said to be an available supply large enough to assure a first-rate performance. Boxes or



floor seats may be obtained from the Committee. The former are being sold rapidly.

According to an announcement posted on the bulletin boards of the Produce Exchange, G. Jeselsohn and M. K. Cressnay are no longer connected with the Bunge-North American Grain Corporation.

Harry E. Boardsworth, for many years a member of the local grain trade, is now connected with the Canada Atlantic Grain Export Company, Inc., according to a notice posted on the Exchange bulletin boards.

Although a number of applicants for membership in the N. Y. Produce Exchange have been admitted and others are awaiting election, trading in membership tickets has been quiet and prices show further declines. While some holders of regular tickets now ask \$2,500, it is claimed that a sale was made at \$2,200, and at that price there is said to be further inquiry. There is inquiry also for associate memberships which are quoted nominally at about \$1,500, but the last sale was at \$1,600, and more are said to be available at that figure.

Alfred H. Hurst of E. A. Strauss & Co., Inc., prominent grain exporters on the N. Y. Produce Exchange, kept that organization right in the front rank as a progressive, up-to-date body by establishing a record as the first grain man to transact business over the recently inaugurated Trans-Atlantic Radiophone. Shortly after the service was opened Mr. Hurst, who was in the firm's London office, called up the N. Y. office and carried on a six-minute conversation with the N. Y. manager, J. N. Feldman. George Bingham, an old-time member of the trade, also spoke and sent regards to his many friends in the local grain trade. Mr. Feldman stated that the reception was simply marvelous; that there was no static; and that Mr. Hurst's voice sounded just the same as though he was talking to him had he been in Philadelphia.

Harry G. Gere of The Gere Grain Company, Inc., represented the N. Y. Produce Exchange Bowling League in a match series against Mr. Rochel of the Maritime Exchange late in January. Mr. Rochel won the first three games; Mr. Gere won the next three; and the seventh went to the Maritime bowler. The scores were: Gere—170, 182, 144, 184, 199, 188, 180; Rochel—194, 220, 183, 165, 162, 178, 195. Gere's total was 1247, average 178; and Rochel's total 1297, average 185. The Produce Exchange team consisting of Harry Gere, Charles Connors, and John Gerard then lost two games to a Maritime team. The former rolled 477 and 501 and the Maritimes 554 and 509, winning the second game by eight pins. The Produce Exchange bowlers started their individual bowling for February with a great rush. The best net averages were: Gere 214, Hoey 203, Rasmus 192, Kenyon 191, Connors 191, Brummel 184, Gerard 175. Kenyon rolled 236, Hoey 234, and Gere 222 and 226, two clean games.

Robert F. Straub, president of Montgomery, Straub & Co., commission merchants in grain, stocks, cottonseed-oil, etc., returned to his post on the N. Y. Produce Exchange early this month and was cordially welcomed by his many old friends. He had been away for a three weeks' vacation at St. Petersburg, Fla., which was evidently decidedly beneficial as he was well tanned and in fine health. His remarks regarding the unsatisfactory real estate situation in that state were extremely interesting.

Prizes donated by the grain trade and by individual members to be competed for by members of the New York Produce Exchange Bowling League were placed on exhibition on the trading floor of the exchange early in February. A pair of bronze eagles mounted on black Italian marble was donated by the grain trade of New York for the individual season high average handicap and must be won three times to be retained. J. B. Smull, former president of the Exchange, donated a pair of bronze urns mounted on marble for the second high average season score, possession to be permanent. William B. Orr, a prominent freight broker, donated a silver loving cup for the individual high gross score for the season, to be won three times. Other prizes have been contributed by B. H. Wunder, president of the Exchange; Herbert Rodman, E. T. Barrows, and Walter B. Pollock. Charles L. Seale, a member of the Exchange, designed a number of the prizes.

President B. H. Wunder, of the New York Produce Exchange, has sent a telegram to the senators and representatives of New York and New Jersey, expressing the unanimous opposition of the membership of the Exchange to the pending McNary-Haugen farm relief bill.

The farm relief bill, we understand, is about to come up for consideration and action. Apart from the constitutionality of the method of selection of the farm board and the imposition by such board of the qualification tax, we believe the bill in general is so unjust in principle, so complicated in operation, so inequitable in its burdens and so contrary to economic laws as to insure its certain failure from the very start.

It is purely class legislation investing as it does with power to handle the heavy appropriation and to control and direct the merchandising of the tremen-

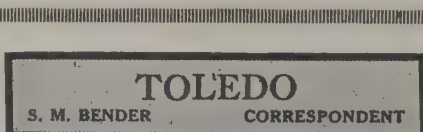
dous volume of basic commodities in such a manner as to benefit one class at the expense of all classes of consumers. If the plan succeeds as anticipated by its friends, then prices must be fixed by agreement with the farm board at greatly enhanced figures, the inevitable result being to increase acreage and production each succeeding year until eventual certain collapse, leaving agriculture then in an infinitely worse condition than before relief operations commenced.

While guaranteeing co-operatives and processors: say millers, packers, and others, against expenses and losses in their operations under the great venture, it meanwhile disrupts throughout the nation all existing agencies and facilities heretofore employed in the marketing and distribution of the basic commodities named, which agencies and facilities will then be unavailable when the undertaking is terminated. When the bill comes up for consideration we earnestly urge your presence and active support to prevent the passage of this bill or any bill of like nature.

A number of the grain trade members of the Exchange wonder why the present measure, in which most of the Chicago and New York grain trade discover no improvements except in the shape of doubtful expedients to make its fundamental principle more effective, is accepted as an inevitable event when the old McNary-Haugen bill met with such far-reaching and effective opposition.

Among the new members elected to the Produce Exchange are Lincoln Richards, of the Superior Elevator Corporation; Max Shapiro, associated with A. D. Strauss & Co., Inc.; E. Harold Fischer, grain trader; B. O. Litchfield, grain trader; Eugene J. Schwabach, commission merchant; C. H. Terhune, grain dealer. Among the new applicants for membership are Carl L. Lund, associated with J. W. H. Hamilton, Inc., and Paul N. Hemeloyk, of Hornby, Hemeloyk & Co.

Among recent visitors to the Produce Exchange were Henry A. Rumsey of Rumsey & Co., Chicago; Leslie F. Gates of Lamson Bros. & Co., Chicago; Kilian V. R. Nicol, of the Armour Grain Company, Chicago; Fred G. Winter of the Quaker Oats Company, Chicago; and F. F. Ladd of the Northern Cereal Company, Chicago.



**S**OFT RED wheat has gone to a discount under the May future in Chicago during the past month.

This has not occurred before in the memory of dealers here at this time of year. The liberal receipts have had as much as anything to do with this situation. Milling demand both locally and outside have also played a prominent part in the decline. There have been a few parcels worked for export but the cheaper offerings from the southern hemisphere have been cutting into this business. Grading of wheat shows great improvement with the majority now running No. 1 and No. 2 Red. The country trade have been good sellers and even at the present level are offering wheat freely. Mills here have been out of the market for some time and are not sending out bids in most cases. Discounts for the lower grades are not widening any as the chicken feed trade have been fair buyers. There have been some reports of the new crop going through the usual amount of freezing and thawing. It is well known that the crop got off to a poor start last fall and will need very good growing weather this spring to bring it back to par. The acreage reported planted was about the same as, a year ago. A year ago bids were about 10 to 11 cents over the Chicago May but are now around seven to nine cents under. The demand is expected to grow better as the end of the crop year draws near.

Light receipts of corn have helped the cash demand locally although it is still slow. Lately prices have been easier for both corn and oats. Large receipts of oats are mainly responsible for lower prices. Oats however have not followed the full decline of futures. A very good premium is being paid for No. 2 White of good color that are suitable for seed. There has been a fairly good demand for rye for export and several sales were made from here during the past month. The shortage of this crop abroad should eventually bring our prices nearer the wheat according to the local trade.

Hay has not done much during the month. Dealers say the demand is very dull and those who have hay to offer are awaiting better prices. It is doubtful if hay will advance with spring so near when pastures will be available. Clover hays is still scarce with prices strong for better grades.

William E. Savage, president of the Imperial Grain & Milling Company of this city, will leave about February 15 for his annual fishing trip and vacation in Florida. He has a son and two daughters located near Miami Beach.

Agents of the Ohio Department of Agriculture are seeking authority through the state legislature to

search premises for corn infected with the European corn borer. They would also be clothed with authority to order destruction of infected crops by the farmer and if he refuses, to do it themselves and assess the costs against the land.

Inspections of grain in this market for the past month were 734 cars of wheat, 279 cars of corn, 259 cars of oats, 16 cars of rye and 2 cars of barley. Total, 1,290 cars.

Peter Hipp, formerly manager of the Napoleon Grain & Stock Company, Napoleon, Ohio, is now manager of the Farmers Elevator Company, Haskins, Ohio. He is well known here and Toledo dealers wish him well in his new position.

Charles Kieser, of the Kieser Milling Company, this city, who was ill for several days during the month is again back at his desk.

Cyrus S. Coup, vice-president and general manager of the Northwestern Elevator & Mill Company, accompanied by his wife, is spending a few weeks at St. Petersburg, Fla.

The annual dinner of the Toledo Transportation Club was held Wednesday evening, January 26, at the new Commodore Perry Hotel. John A. Macready, noted aviator, and now assistant chief engineer of the Delco Frigidaire Corporation, was the principal speaker of the evening. Many of the local millers and grain men attended.

Arthur A. Cunningham, of the Sneath-Cunningham Company, grain merchants at Tiffin, Ohio, was a recent visitor on the local exchange floor where he visited with old friends.

A small fire caused slight damage to the plant of the Antwerp Equity Exchange, Antwerp, Ohio, recently. It was discovered in time to prevent any serious loss.

Al Ward, of the Seneca Grain Company, Fostoria, Ohio, made a flying trip to Florida recently via railroad and brought back a machine belonging to a friend. He was gone about two weeks.

Sam Rice, of the Metamora Elevator Company, Metamora, Ohio, was in Florida during the past month and sent the boys on 'Change a box of oranges freshly picked. To say they were eagerly received is putting it mildly.

Phil Horn, formerly in the grain business at Monroeville, Ohio, was arrested recently on a charge of tampering with a bill of lading in an interstate shipment. He was held in the county jail at Toledo for several days and then released on bail. He will appear before Federal Judge Killits for trial.

W. A. Lohr, of the Courteen Seed Company, Milwaukee, Wis., and Mr. Eldridge, of the Peppard Seed Company, Kansas City, Mo., were visitors on the exchange floor during the past month.

Joe Doering, of Southworth & Co., and Bill Cummings, of J. F. Zahm & Co., attended the Indiana Grain Dealers' convention in Indianapolis, Ind., January 27 and 28.

J. P. Easton, of Monroeville, Ohio, has sold his interest in the Monroeville Grain & Seed Company to the Seamon, McLean Company.

The West Jefferson Elevator Company, West Jefferson, Ohio, recently completed a new 20,000-bushel capacity elevator at that station. Equipment is of the latest and the plant is now ready for business.

Edward R. Wooley, manager of the Pickerington Mill & Elevator Company, Pickerington, Ohio, died in his sixty-eighth year of paralysis during the past month. He died only a few hours after having a stroke at the mill. He had lived at that station for more than 20 years.

A. S. MacDonald, grain broker of Boston, Mass., and A. E. Reynolds, of Crabbs-Reynolds-Taylor, Crawfordsville, Ind., were visitors on the exchange floor, January 11.

Grain dealers and millers of Toledo are working in conjunction with railroad representatives to secure better ex-lake grain rates for this market. Several meetings have been held and some action is expected soon through the various traffic departments of the roads entering Toledo.

## GRAIN NEWS FROM BOSTON

By L. C. BREED

After having been engaged for 27 years in the grain business in Boston, Richard E. Pope has retired from that business to enter a new field of endeavor, and the firm of H. L. Buss Company, in existence for half a century, goes out of business. Mr. Pope was treasurer of this company.

At the time of his retirement, Mr. Pope was first



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vice-president of the Boston Grain and Flour Exchange, a member of the Committee on Arbitration, and of the Building Committee. At a meeting of the Board of Directors, Mr. Pope was presented with a purse of gold, as an expression of the esteem and good will on the part of the Exchange.

F. A. Waldron & Son, Portland, Maine, have been incorporated with a capital stock of 100 shares, no par value. The firm will deal in flour, grain and feed.

The annual meeting of the Boston Grain and Flour Exchange was held in the reading room, February 1. The principal business transacted was the election of officers to serve for the ensuing year. The following list is the result of the election: President, A. K. Tapper; first vice-president, Harry Hamilton; second vice-president, E. H. Day. Directors for three years: Charles W. Boynton, Carl J. B. Currie, Paul T. Rothwell, Charles Varga.

A feature of the occasion was the dinner at the City Club and entertainment. In connection with this event, W. B. Hanna made plans for billiard and pool contests.

The steamer *Idia* is now loading a full cargo of barley at the Boston & Albany terminal at East Boston for Continental ports. There is fair activity at the Port of Boston. All spare offerings for the present month are booked. Several shippers are forwarding grain to Boston to take advantage of low storage charges. The rate is only  $\frac{1}{4}$  cent for 10-day period as compared with other ports of 1-25 cents per day. Boston has 20 days free storage, therefore 100 days cost only one cent as compared with New York, for example, of 45 days for one cent.

An announcement is made of a meeting to be held under the auspices of the Maritime Bureau, March 2, to discuss port charges and arrange to present New England's views at a meeting that will be held before the Interstate Commerce Commission, March 7.

As tabulated by the Boston Grain and Flour Exchange, the receipts of grain at Boston for the month of January were as follows: Wheat, 277,375 bushels; corn, 3,425 bushels; oats, 74,375 bushels; rye, 2,150 bushels; barley, 349,150 bushels; malt, 4,900 bushels; millfeed, 119 tons; oatmeal, 8,297 cases; ditto, 255 sacks.

There is a fair demand for feedstuffs, which are selling at a little under current western prices in the expectation of concessions from mills on wheat feeds. There is no Canadian millfeed offered at present.

The receipts of hay are moderate yet fully ample to meet the demand, the market being dull. Prices are ruling steady. The receipts of hay for the month of January were 185 cars. Straw, 17 cars.

The committee on the freight differential matter are advised that the final hearing before the Interstate Commerce Commission will take place at Washington, February 28.

Among the visitors to the Exchange, outside of New England, during the month of January, were the following: J. P. Cooney, Montreal, P. Q.; C. H. Morris, New York City; M. La Barge, Montreal, P. Q.; Geo. H. Brooks, Montreal, P. Q.; W. O. Hamilton, Caledonia, N. Y.; E. Thierwechter, Oak Harbor, Ohio.

## RECEIPTS AND SHIPMENTS

Following are receipts and shipments of grain, etc., at the leading terminal markets in the United States for January:

**BALTIMORE**—Reported by Jas. B. Hessong, Secretary of the Chamber of Commerce:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus..	1,474,189	868,303	2,494,182
Corn, bus..	115,376	778,655	34,286
Oats, bus..	51,539	148,820	50,524
Rye, bus..	172,511	139,328	129,181
Barley, bus..	802,759	477,241	914,007
Malt, bus..	9,058	7,387	493,114
Buckwheat ..	1,177	.....	.....
Hay, tons ..	900	1,287	.....
Straw tons ..	37	123	.....
Mill F'd, tons	761	1,358	.....
Flour, bbls..	88,953	77,672	35,608

**CHICAGO**—Reported by J. J. Fones, Secretary of the Board of Trade:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus..	1,176,000	968,000	1,257,000
Corn, bus..	8,227,000	11,424,000	2,011,000
Oats, bus..	4,177,000	3,363,000	1,662,000
Barley, bus..	518,000	516,000	165,000
Rye, bus..	140,000	118,000	154,000
Timothy Seed, lbs.	1,588,000	2,499,000	1,251,000
Clover Seed, lbs.	1,695,000	1,984,000	1,657,000
Other Grass Seeds lbs.,	3,869,000	2,978,000	2,216,000
Flax Seed, bus..	213	61,000	3,000
Hay, tons..	15,029	17,823	2,580
Flour, bbls..	979,000	984,000	661,000

**CINCINNATI**—Reported by J. A. Hallam, Chief Inspector of the Grain and Hay Exchange:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus..	109,200	191,800	245,000
Shelled Corn, bus..	362,600	589,400	282,800
Oats, bus..	332,000	244,000	144,000
Barley, bus..	1,400	2,800	.....
Rye, bus..	5,600	4,200	2,800
Ear Corn, Cars ..	8	35	.....
Grain Sorghums, bus..	4	3	.....
Feed, tons..	300	4,260	.....
Hay, tons..	3,685	5,093	.....

**DULUTH**—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus..	2,341,402	1,735,682	1,008,841
Corn, bus..	1,180	11,090	.....
Oats, bus..	23,954	1,970,143	14,500
Barley, bus..	57,209	67,786	137,321
Rye, bus..	393,888	609,395	38,270
Flax Seed, bus..	132,350	99,179	386,442
Flour, bbls..	.....	56,530	61,860

**PORT WILLIAM, ONT.**—Reported by E. A. Ursell, Statistician of the Board of Grain Commissioners for Canada:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus..	14,029,019	10,535,812	3,598,849
Corn, bus..	3,021	.....	3,021
Oats, bus..	1,064,383	1,884,575	689,346
Barley, bus..	2,145,939	1,169,523	2,944,049
Rye, bus..	430,233	149,940	59,893
Flax Seed, bus..	252,497	235,824	27,668

**GALVESTON**—Reported by H. A. Wickstrom, chief inspector of the Cotton Exchange and Board of Trade:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus..	.....	2,415,582	.....
Barley, bus..	.....	150,066	.....
Rye, bus..	.....	25,714	.....

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary of the Board of Trade:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus..	96,000	230,000	254,000
Corn, bus..	1,743,000	1,936,000	1,029,000
Oats, bus..	336,000	396,000	744,000
Rye, bus..	.....	3,000	1,600
Flour, bbls..	.....	.....	In store
Mfg. ....	32,983	37,788	12,029

**KANSAS CITY**—Reported by W. R. Scott, secretary of the Board of Trade:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus..	5,455,800	3,099,600	2,681,000
Corn, bus..	2,328,000	3,223,750	111,000
Oats, bus..	420,000	528,700	142,000
Barley, bus..	43,200	34,500	8,000
Rye, bus..	46,500	13,200	112,500
Bran, tons ..	4,940	1,860	11,300
Kafir, bus..	625,900	415,800	236,000
Hay, tons..	28,728	47,772	4,968
Flour, bbls..	73,125	51,025	679,900

**LOS ANGELES**—Reported by M. C. Thiebaud, secretary of the Grain Exchange:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, cars..	219	216	.....
Corn, cars ..	239	176	.....
Oats, cars ..	35	67	.....
Barley, cars..	310	174	.....
Rye, cars ..	1	1	.....

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus..	91,000	219,800	107,517
Corn, bus..	1,653,160	1,419,080	253,000
Oats, bus..	1,048,320	802,350	405,223
Barley, bus..	949,520	763,640	179,713
Rye, bus..	144,330	178,290	21,849
Timothy Seed, lbs.	101,440	408,000	30,000
Clover Seed, lbs.	309,475	455,560	163,761
Flax Seed, bus..	107,250	14,700	2,860
Hay, tons ..	840	1,368	72
Flour, bbls..	95,900	148,570	31,800

**MINNEAPOLIS**—Reported by G. W. Maschke, Statistician of the Chamber of Commerce:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus..	5,060,260	8,067,200	2,050,500
Corn, bus..	1,566,010	1,232,750	536,960
Oats, bus..	931,870	2,216,280	2,099,404
Barley, bus..	842,350	1,401,000	669,080
Rye, bus..	304,230	426,140	142,110
Flax Seed, bus..	415,000	374,810	119,430
Hay, tons ..	5,850	3,178	1,371
Flour, bbls..	22,896	16,777	896,787

**MONTREAL**—Reported by J. Stanley Cook, secretary of the Board of Trade:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus..	891,912	698,372	48,838
Corn, bus..	37,470	51,016	15,099
Oats, bus..	423,518	359,972	65,385
Barley, bus..	115,739	117,182	68,886
Rye, bus..	10,574	.....	.....
Flax Seed, bus..	58,202	65,769	.....
Hay, bales ..	39,324	57,358	.....
Flour, bbls..	141,275	104,556	111,115

**NEW ORLEANS**—Reported by S. P. Fears, Chf. Gr. Insptr. & Weighmaster, of the Board of Trade Ltd.:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, Cars ..	158	25	893,706
Corn, Cars ..	311	27	442,275
Oats, Cars ..	79	48	170,411
Barley, Cars ..	1	None	55,539
Rye, Cars ..	33	2	.....
Grain Sorghums	5	5	.....
Barge Receipts, January, 1927			
Wheat, bus..	.....	394,914	.....
Corn, bus..	.....	19,908	.....
Oats, bus..	.....	19,929	.....
Rye, bus..	.....	50,773	.....

**NEW YORK CITY**—Reported by H. Heinzer, Statistician of the Produce Exchange:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus..	6,413,400	15,333,200	8,038,000
Corn, bus..	130,300	684,000	17,000
Oats, bus..	994,000	1,608,200	81,000
Barley, bus..	3,032,800	3,092,200	1,353,000
Rye, bus..	811,500	390,000	652,000
Clover Seed, bags ..	1,050	2,218 lbs	14,577
Flax Seed, bus..	1,064,400	394,500	.....
Hay, tons ..	3,636	4,480	.....
Flour, bbls..	920,781	1,228,536	388,000

**OMAHA**—Reported by F. P. Manchester, Secretary of the Omaha Grain Exchange:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus..	1,411,200	907,200	1,107,400
Corn, bus..	2,611,000	2,102,800	1,376,200
Oats, bus..	496,000	794,000	994,000
Barley, bus..	33,600	40,000	33,600
Rye, bus..	92,400	128,000	247,800

**PEORIA**—Reported by John R. Lofgren, secretary of the Board of Trade:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus..	105,100	73,200	62,400
Corn, bus..	2,425,700	2,512,050	1,238,200
Oats, bus..	72,400	731,000	532,900
Barley, bus..	109,800	109,200	46,200
Rye, bus..	.....	1,200	1,200
Mill Feed, tons ..	32,160	33,960	37,580
Hay, tons ..	2,600	2,460	460
Flour, bbls..	313,750	206,900	296,800

**PHILADELPHIA**—Reported by A. B. Clemmer, Secretary of the Commercial Exchange:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus..	5,234,680	2,983,339	4,390,483
Corn, bus..	32,940	582,475	322,851
Oats, bus..	391,896	266,473	19,821
Barley, bus..	139,590	222,360	199,681
Rye, bus..	45,392	131,027	272,000
Flour, bbls..	195,406	194,421	29,344

**ST. LOUIS**—Reported by Charles Rippin, secretary of the Merchants Exchange:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus..	1,801,800	2,576,000	1,359,400
Corn, bus..	1,905,400	2,277,800	634,600
Oats, bus..	1,928,000	2,844,000	1,528,000
Rye, bus..	137,800	1,300	5,200
Barley, bus..	108,800	112,000	16,000
Kafir, bus..	111,600	58,800	19,200
Hay, tons ..	9,576	13,484	2,852
Flour, bbls..	527,870	458,665	309,915

**SAN FRANCISCO**—Reported by J. J. Sullivan, Chief Inspector of the Chamber of Commerce:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus..	4,175	4,230	.....
Corn, bus..	2,480	4,714	.....
Oats, bus..	952	2,009	.....
Barley, bus..	23,786	15,800	.....
Bran, bus..	457	477	.....
Beans, sacks ..	56,816	36,552	.....
Foreign Beans, sacks ..	21,054	1,833	.....
Hay, tons ..	2,527	3,889	.....

**SUPERIOR**—Reported by E. W. Feldler, Chairman of the Grain & Warehouse Commission of Wisconsin:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus..	1,149,094	843,155	692,738
Corn, bus..	3,777	13,276	.....
Oats, bus..	17,284	1,047,919	86,845
Barley, bus..	33,796	43,027	22,333
Rye, bus..	139,079	115,442	39,678
Flax, bus..	94,360	62,025	65,439

**TOLEDO**—Reported by A. Gassaway, secretary of the Produce Exchange:

Bonded Rye				
bus. ....		4,558		
Bonded Barley,				
bus. ....	25,829	19,160	41,086	
Bonded Flax,				
bus. ....	11,616	897		
<b>TOLEDO</b> —Reported by A. Gassaway, secretary of				
the Produce Exchange:				
	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus. ....	1,752,600	443,800	537,125	195,09
Corn, bus. ....	348,750	667,250	232,330	153,95
Oats, bus. ....	1,210,950	377,200	129,300	183,29
Barley, bus. ....	2,400	2,400		
Rye, bus. ....	19,200	24,000	12,170	9,84
Timothy Seed,				
bags .....	28	1,048	452	43
Clover Seed,				
bags .....	3,991	8,898	2,968	3,77
Alsike Seeds,				
bags .....	361	367	194	30



wasted, was indicated by latest statistics of consumption and stocks for the season. Out of a total supply of approximately 933,000,000 bushels this season about 478,000,000 bushels have been milled, exported, or have been used for seed. Around 165,000,000 bushels were represented by mill and commercial stocks on January 1, suggesting that about 290,000,000 were left on farms and in country mills and elevators on this date minus allowances for feed and loss for the period.

Nearly 30,000,000 bushels will probably be required for spring seedings. If flour requirements the second half of this season equal the 250,000,000 bushels ground in these months last year a remainder of 173,000,000 bushels is indicated for feed and loss for the year, further net exports, and carryover at the end of the season. The carryover into the present season totaled about 85,000,000 bushels, including mill stocks, but holdings in most positions were unusually low then and a considerable increase is probable this year.

## UTILIZATION OF WHEAT AT HOME AND ABROAD

Reduced inquiry for wheat featured the domestic market during the second quarter of the present season. Demand from mills was only moderately active while export sales were restricted by the competition of new crop wheat from other countries, chiefly from Canada and Russia. A number of flour buyers in this country apparently had anticipated their requirements during the first quarter and were buying sparingly in the second, particularly as wheat and flour prices showed an easier tendency during a large part of the latter period in sympathy with the downward trend in world prices occasioned by the increasingly favorable prospects for wheat in the Southern Hemisphere. This tendency, however, was overbalanced in European markets by the sharp advance in ocean freights in the latter portion of 1926 and quotations there worked irregularly higher most of the period. European demand for imported wheat continued fairly active in spite of the prevailing higher prices. Offerings of native wheat were limited, according to trade reports, which also state that the already low stocks of imported wheat showed further reductions during the quarter. Even with dealers there purchasing only for urgent needs world shipments for the quarter, largely to Europe, were the third largest for this period since before the War.

## DOMESTIC MILLINGS MODERATE

Only about 153,100,000 bushels of wheat were milled in the United States during October-December compared with 152,400,000 and 161,900,000 bushels for this period in 1925 and 1924, respectively, but the unusually heavy grindings in the first quarter this season brought the total for the half year up to about 313,000,000 bushels against 299,000,000 and 320,000,000 bushels one and two years ago. Exports of about 41,000,000 bushels during the second quarter were materially smaller than the 69,000,000 bushels sent out in the first three months and were considerably less than the 91,000,000 bushels exported in the corresponding time in 1924 when, however, the domestic supply for the season was nearly 80,000,000 bushels larger than this year. Exports July-December amounted to about 110,000,000 bushels compared with 35,000,000 bushels and 144,000,000 bushels for this time one and two years back. Small amounts of wheat continued to be imported, chiefly from Canada for grinding in bonded mills, and the imports of 10,300,000 bushels were only about 500,000 bushels smaller than for the corresponding six months in 1925.

The movement of flour out of millers' hands was nearly 67,400,000 barrels during the first half of the season against 63,200,000 barrels for this time in 1925. Over half of this increase was offset by larger exports of flour during these months in 1926, totaling about 7,732,000 barrels against 5,534,000 and 8,141,000 barrels for July-December in 1925 and 1924, respectively. Sales to foreign buyers in the last three months were doubtless reduced to some degree by the ocean freight situation but clearances of around 3,900,000 barrels were slightly in excess of the movement for the first quarter.

## PRICES MUCH LOWER

Wheat prices east of the Rockies are around 35 cents a bushel lower than a year ago, reflecting the lower world prices now prevailing and the return of the market in this area to an export basis. On the Pacific Coast quotations are around 25 cents lower than a year ago, Chicago and Kansas City futures markets about 30 cents lower on February 9 than a year ago while the premiums which cash wheat commanded then are lacking this season. Prices of Spring wheats other than Durum show a smaller decline than those of Hard Winter wheats, largely because of a poor Spring wheat crop coupled with a good crop of Winter wheat this year, which is the reverse of last season's situation. Durum wheat prices are around 10 cents higher than a year ago because of reduced production, and active demand. Soft Red Winter wheat, however, is around 50 cents cheaper than a year ago.

Prices in domestic markets worked slightly higher early in October, largely because of unfavorable weather in Canada which hindered the movement of the crop there and also as a result of a fair export demand from Europe for our wheat in spite of advancing freight rates. Later, however, the larger surplus available in the Southern Hemisphere, together with only a moderate domestic inquiry forced a downward tendency in United States markets during most of the quarter. Prices have recovered somewhat from this decline, and were showing a slightly upward tendency early in February, largely because of more active domestic inquiry and increased export takings.

## EUROPEAN CROPS SHORT BUT OTHER COUNTRIES HAVE SURPLUS

With a moderate amount of wheat in the United States still available for export domestic prices for the next few months will be much affected by the amount sold for export during this time. Production of bread grains in Europe, excluding Russia, this season fell about 360,000,000 bushels short of the 1925 harvest while requirements there may also be slightly increased by the 20 per cent reduction in the European potato crop. European imports in years of short crops, however, have not made up for the reduction in their harvests, no doubt more because of economies in rural districts than as a result of decreased consumption in the cities. World shipments, largely to Europe, were about 74,000,000 bushels larger in the last six months of 1926 than in these months in 1925 and about 180,000,000 bushels more wheat was available in North America and the Southern Hemisphere on January 1 than a year ago. This surplus and the need of importing countries for wheat is reflected in world shipments of about 94,000,000 bushels for the first five weeks of 1927, which are about 27,000,000 bushels larger than a year ago and are the largest shipments for this period for many years.

Export demand for United States wheat has recently been maintained by the need for dry "strong" wheat for use in European milling mixtures. Much of the Canadian crop ordinarily used for that purpose is of high moisture content reflecting the unfavorable weather at harvest in that country. Only about 16 and 30 per cent of the cars inspected in western Canada in December and November, respectively, graded No. 3 Northern or better against about 56 per cent for these months in 1925. New crop Argentine and Australian wheat is reported of good quality but Argentine wheat is semi-hard while Australian wheat is of a soft variety so that these cannot exactly replace the Canadian wheat. It remains to be seen how much the Canadian offerings will improve in quality through drying out during the winter months.

While world shipments October-December were large they were materially restricted by the advancing ocean freights resulting largely from the British coal strike. Rates part of the time were more than double those prevailing at the corresponding days last season. Early in November the rates on wheat from Liverpool to New York quoted by the International Institute of Agriculture, were 38 cents per 100 pounds compared with 15 cents the previous year. From down river points in Argentina to the United Kingdom they were 49 cents compared to

19 cents at the corresponding time in 1925 while the rates per 100 pounds of wheat from Danubian ports to the United Kingdom were given as 39 cents against 19 cents early in November, 1925. Late in 1926, however, they turned downward and are now much below their peak although some rates are still materially higher than a year ago.

## WORLD CARRYOVER MAY INCREASE

The world wheat crop is estimated at 3,441,000,000 bushels this season against 3,400,000,000 bushels last year, showing an increase of about 1.2 per cent. Short crops and higher local prices in many consuming areas, however, will probably result in a somewhat lower consumption of wheat on the whole this season and world stocks of old wheat on July 1, 1927, are likely to show a considerably greater increase over the rather small carryover into the present season than the 41,000,000 bushels represented in the larger world harvest.

## WHEAT PRICES IRREGULAR IN EUROPE

Although the prices of imported wheat in European markets is now materially lower than a year ago the quotations for native wheats in important countries are higher than at this time last year, reflecting limited offerings of these wheats. May wheat at Liverpool, which is based on imported wheat, is about 20 cents under the level of this time last year, but native grown wheat at Berlin at about \$1.83 a bushel is about 23 cents higher than a year ago, while homegrown wheat in Paris is quoted at about \$1.81 a bushel, which is about 30 cents above the level of this time last year. Native wheat at Rotterdam is also 30 cents higher than a year ago, or \$1.62 a bushel, but Italian wheat at Milan at \$2.08 a bushel shows a decline of nearly 10 cents from the January quotations which was about the same as for February last year. Prices of native wheats at these markets have shown a strong upward tendency this season although present quotations at most markets represent slight recessions from the prices given in November and December when prices of imported wheat were also higher than at present.

## NEW 5,000,000-BUSHEL PLANT

According to information received from Montreal, the respective merits of Kingston, Brocville, and Prescott, are being studied by Canadian officials, so as to determine the most advantageous place for the erection of a 5,000,000-bushel elevator in connection with other grain transshipment facilities.

It is said that the choice of the committee lies between Kingston and Prescott. Kingston would eliminate the voyage between that point and Prescott.

The construction of the proposed 5,000,000-bushel elevator at Prescott might contribute to reduce the present program on improvements to the harbor of Montreal grain handling facilities. It has been intended to add considerably to Elevator No. 3 at Montreal.

Potential revenue would be lost to the Montreal elevator through the construction of the new elevator at either Prescott or Kingston. But having grain on hand at Prescott, capable of speedy delivery to Montreal, for export, would tend to increase business, and diminish the strain on Montreal elevators.

## GRAIN TRADING RULES IN HUNGARY

Grain transactions on the Budapest exchange have to be registered with the secretary of the exchange. From these reports is formed a basis for the official grain quotations published by the exchange.

Grain and milling men of Budapest believe that in many cases it is to the interest of the mills to keep the transactions secret, as publication often makes it impossible for them to cover purchases or sales in a satisfactory manner. Some millers were of the opinion that no one could be compelled to register his transactions, especially as there was not efficient control.

A general conference is to be held to determine whether or not the existing rule shall be continued.



# HAY, STRAW AND FEED

## FEED DISTRIBUTORS' COMMITTEE NAMED

The announcement was recently made of appointments for 1927 in the United States Feed Distributors Association, of which George W. Hoyland of Kansas City is president.

E. C. Dreyer of St. Louis is chairman of the Legislative Committee; W. O. Fehling of Philadelphia, the By-laws and Rules Committee; and J. P. Parks, of Kansas City the Membership Committee.

The personnel of the committees are: Legislative: E. C. Dreyer, John Caldwell, J. W. Jouno, A. S. MacDonald, B. F. Schwartz; By-laws and Rules Committee: W. O. Fehling, J. R. Fehling, J. R. Stewart, A. S. MacDonald, O. A. McCrea; Membership and Booster Committee: J. P. Parks, chairman; F. W. Martin, O. R. Sickert; M. A. Smith, H. P. Wilber, H. W. Elmore, E. C. Mitchel, E. J. Doherty, D. G. Lowell, W. H. Brown, J. B. Curry, A. E. Lipelman, Vernon M. Green.

## SIDELINES PROFIT WESTERN FEED MILL

By H. W. JEFFRIES

Does it pay for a feed miller to engage in sidelines? Do they help profitably to fill in that dreaded slack time between seasons when Nature conspires against the maker of mixed feeds? Just ask Fred Feil of Sacramento, Calif. After grinding and mixing feeds for nine years, as head of the Superior Feed Company of that city, he came to the realization that his sidelines were paying so well that it would be a good move to concentrate his efforts on them entirely.

So he stopped grinding with its attendant overhead and instead arranged for the agency for several well known and popular lines of prepared feeds, such as Sperry's and Globe's. These brands are well liked in this section and consequently are a profitable item to handle. This arrangement has not only cut operating costs but it has also given him more time to get out and secure new customers as well as to better hold the old ones.

The Superior Feed Company building was origin-

and stock feeds. The interior of the building is even more lavish in its display of advertising. Dr. LeGaar's poultry remedies are given a lot of space, as is grass seed.

Very little of the feed mill machinery remains, its removal giving more space for storage. Some idea of the capacity is gained when it is known that the building is four floors high and covers a ground space measuring 180 feet by 200 feet.

The volume of business is sufficient to keep two light trucks busy. These are driven by the two



LEFT, CLARENCE WHARTON; RIGHT, ELVIS FEIL, DRIVERS OF SUPERIOR FEED COMPANY'S TRUCKS

young men whose picture appears with this article. The young man on the right, Elvis Feil, is the proprietor's son and the other is Clarence Wharton. These boys both cover about a 15-mile radius with their trucks.

## DRIED MILK FEED RECEIVES OFFICIAL COMMENDATION

Concentrated sour-skim-milk poultry feed now being made in many milk plants where there is a surplus of skim milk, can be improved as a feed for poultry by the addition of whey, thus increasing the

sugar, or of skim-milk powder, which is 50 per cent milk sugar, materially reduced the losses among chickens heavily infected with coccidiosis.

The concentrated sour-skim-milk product now being made contains about 9 per cent milk sugar when made of skim milk only. Whey contains about 5 per cent milk sugar. The Bureau of Dairy Industry has described a method of utilizing whey in conjunction with skim milk when both are available to make a product that contains more than 13 per cent milk sugar. In this way the feed value of whey may be utilized and the value of the product as a poultry feed considerably increased.

## HAY AND FEED MEN FETE CANADIAN HORSES

If horses have dreams, many Montreal equines are probably yet seeing visions of the banquet which was provided for them by Quebec hay and feed companies in connection with the holiday horse party arranged by Montreal's League for Justice to Animals. A large Christmas tree was erected at an intersection of two thoroughfares. From it were hung a large number of carrots, with nosebags interspersed, containing "plum puddings" for the horses' Christmas treat.

The base of the tree was surrounded with bales of hay and piled high with 300 bags of Christmas feed. All horses of all ages and breeds were welcomed, and in Montreal stables today all colts are being taught to firmly believe in Santa Claus.

## USES DRAMA TO PROMOTE SALE OF FEEDS

On January 24, an Illinois grain company which handles feed as a sideline, presented a four-act comedy "The Way of a Hen" in order to put forth, in attractive form, the advantages of using scientifically prepared rations to poultry. The town high school building was turned into a theatre for the one evening, and a capacity crowd attended.

Admissions were by tickets which were given free of charge to all who asked for them either at the elevator or at the two local banks. The tickets had to be filled out with the holder's name and address, in order to promote the drawing contest which took place after the performance, and, no doubt, to furnish the company with a new mailing list. The play was reported as being educational, original and unique in plot.

## SOUTHERNERS OFFER HOME FEEDS

A new dairy feed, manufactured in an Alabama mill, is now being distributed through elevators in that state. The mixture consists of cornmeal, ground oats, wheat bran, cottonseed meal, and salt. All ingredients except the wheat bran and salt are produced in Alabama, and in the publicity issued on behalf of this feed, that fact is being properly emphasized.

## SUNFLOWER SEED CAKE A SOVIET FEED

Some time ago information reached the Rowett Research Institute to the effect that Russia produced large quantities of sunflower seed cake, which might be imported by England at a price that would make its use profitable to the stock feeder. A series of feeding tests were made to ascertain if pigs would eat it readily and also if they would thrive on it in a mixed ration. The results indicated that sunflower seed meal has about the same feeding value for pigs as extracted soya bean meal and decorticated earth nut cake. If the material can be obtained at a rate substantially less than these concentrates, it would appear to be advantageous to the pig feeder to use it.—*Milling (Liverpool)*.



PLANT OF THE SUPERIOR FEED COMPANY, SACRAMENTO, CALIF.

ally the New City Flour Mills. They sold out their interests in 1915, at which time Mr. Feil came into control. The plant was remodeled and converted to feed grinding purposes. Both Sperry and Globe flours were stocked to care for the established trade. As the signs on the building show, they sell about everything, and anything that they haven't got will gladly be secured for their customers. They sell lime, hay, grain, coal, wood, flour, poultry supplies, including remedies as well as a full line of poultry

milk-sugar content, says the Bureau of Dairy Industry, United States Department of Agriculture.

Experiments in feeding have clearly established the fact that milk sugar has a definite function in controlling digestive disturbances due to infections of the lower intestines. Several investigators have proved the beneficial effects of milk sugar in combating white bacillary diarrhoea and coccidiosis in chickens. Experiments also indicate that feeding chicks a dry mash containing 20 parts of milk



## Feed Sales Expand Upon Introduction of Tankage into Elevator

### Exploding of "Grain-Only" Feeding Theory Clears Way for Larger Profits in the Feed Department

THE bill-of-fare of 50,000,000 American hogs has been changed, and owing to the recommendations of feeding experts in the leading state universities of the Middle West, a corresponding revision in the menu of our nine-figure poultry population, is now the order of the day. The reason back of this revolution in feeding methods is the eye-opening series of experiments performed to find the value of grain-plus-tankage rations.

This research, recently culminated, has been broadcast to the farm world, and is causing the farmer to look farther than his corn crib when seeking the most profitable way to fatten hogs for market. For every four farmers who used to pick up tankage on their way back to the farm from town, a dozen now make such purchases, or would make them if the tankage or meat scrap were available at the elevator. The elevator in 1927, which does not have tankage along with feeds and a feed grinding service in its feed department, is prepared to handle only half the local needs.

Farmers are rapidly coming to realize that while corn and other farm grains are rich in carbohydrates and fats, they are low in protein. To supply this protein, tankage is one of the most logical means to the end. It contains phosphates in proper proportion to insure strength of bone and a sturdy frame work. Some experts assert that the 60 per cent protein digester tankage which is being distributed under well known brands, contains twice as much protein as oil meal, and five times as much as middlings, shorts, shipstuff, or even Alfalfa meal. Tankage and meat scrap have never been proved

to be substitutes for grain. They are supplements to the grain ration, and so take nothing away from the business done in grains by the feed department. Tankage supplies the essential animal protein which grain feeds cannot.

It is necessary to take one precaution in offering tankage and meat scrap to the feeder. Owing to the special consistency of tankage, for instance, it is difficult to distinguish between the low grade product, sold by comparatively unknown processors, and the meals of first quality sold by well established concerns. The former product is likely to contain a generous proportion of hoof meal or some such ingredient which has about as much nutritional merit as sawdust. Tankage of the latter type, however, is a dark-colored granular meal, made from fresh meat trimmings, also the cartilage, lungs, liver, blood, bone and meat, which properly prepared, reproduce blood, bone and meat on the farm.

This material is cooked from 8 to 10 hours under live steam at a pressure of 40 pounds per square inch—equivalent to a heat of 275 degrees Fahrenheit. The product is then dried at a very high temperature. After being milled and screened, it is then packed for shipment in the regulation 100-pound burlap sacks. This is the form in which the feeder buys it from the elevator, half a ton at a time, or in whatever amounts are convenient.

*The profit in tankage fed to pigs is brought out clearly by facts gathered at the Kansas Agricultural College, Manhattan, Kan. Two pigs, the same age and breeding, were chosen for a feeding test.*

*One was fed on corn alone, receiving all that he would eat. This pig, when slaughtered, weighed 120 pounds, and had made his gains at a cost of \$10.50 a hundred pounds. The other pigs received one part of tankage along with nine parts of corn and weighed, when slaughtered, on the same day as the first pig, 320 pounds. The cost of the second pig's gain was \$6 a hundred. The tankage fed in this case cost \$3.75 a hundred, and returned a profit of \$8.50 worth of pork for each hundred pounds fed; which is a profit of well over 200 per cent on the investment.*

Fifty per cent protein meat scrap, raw bone meal, and the special odorless bone meal now available, are products closely related to tankage, which are also finding an increasingly wide and profitable outlet through elevators. No system of breeding of feeding has yet developed poultry, say New York State experts in an official bulletin, that can do their best without animal food such as meat scrap. This declaration has summoned an echo from nearly all the important poultry research stations from coast to coast. About one pound of meat scrap is fed for every five pounds of grain.

The final important point to consider in establishing and promoting tankage as an elevator sideline is the fact that this is a product which can be sold to that typical farmer who insists that he's "got plenty o' feed out home." Such a customer is naturally hard to sell on grain feed, however good the mixture. Yet he is open to the line of reasoning developed by one of the foremost feeding authorities outside of academic circles, George A. Chapman, who confronts him with the statement that can be proved out season after season on the feed lot: "You get 25 to 50 cents per bushel more for your corn by feeding tankage to your hogs."

In this day of sagging corn prices and bulging pork quotations, what farmer is not interested in such a proposition? Let him feed his own corn, but be ready to supply the tankage to go with it.

## CAPTURING AN ELEVATOR CHAIN AND A GREAT FEED MARKET SINGLE-HANDED

The Big Four Elevator & Milling Company is a one-man organization, and the credit for its remarkable growth since its "shoestring" start 20 years ago, clearly rests with W. E. Orndorff, sole owner. His properties now include five country elevators, warehouses, a feed mill run in connection with the elevator shown here at Mattoon, Ill., and the recently acquired feed manufacturing plant, formerly operated by the J. S. Ashbrook Company. This latter property is valued at over \$100,000, and it is here that the bulk of Orndorff feeds are to be prepared.

The twentieth anniversary of this concern was celebrated January 15 of this year by a chicken dinner in the Mattoon Association of Commerce hall, which was attended by about 20 employees. A feature of the dinner was the serving of a large birthday cake, upon which were 20 candles lighted. The hall was darkened as the cake was brought in. Mr. Orndorff cut the cake into 20 sections, and one of these, surmounted by its lighted candles, was given to each employee.

There was an exchange of reminiscences by some of the older employees, when interesting stories were related. Mr. Orndorff gave a brief sketch of the founding of his grain business, when he was 18 years of age, and bought an old-fashioned two-burr meal mill, at 2901 Moultrie avenue, Mattoon, Ill., on December 10, 1903.

"This was the old G. L. Littleton mill, in an old barn," said Mr. Orndorff. "I paid \$150 for the machinery and rented the barn at \$6 a month. We had a handpower sheller which accommodated two ears of corn through the holes at one time. I continued this mill operation until May 23, 1904, when I sold the outfit to Mr. Hockersmith, an employee at that time of the Prairie Queen Milling Company, now Laughlin & Son's coal office, on South Twenty-first, receiving \$225 for it. In the autumn of 1904 I bought the mill back for \$150.

"On January 16, 1907, I formed a partnership

with C. H. Ashworth and we leased from the National Bank of Mattoon the elevator property at Sixteenth Street and Big Four tracks at \$40 a month, succeeding James Kitchin, who had previously operated the property. On June 11, 1908, I bought out Mr. Ashworth and assumed full management. On August 15, 1911, I purchased the elevator from the bank.

"On June 17, 1915, I bought the elevator at Jones'

on the Illinois Central tracks between Marshall Avenue and Edgar Avenue, this city. In September, 1922, I dismantled the Lipsey Switch elevator and erected a \$22,000 modern structure in its place. This is the best plant of its kind in this part of Illinois.

"On April 20, 1926, I bought the plant formerly operated by the J. S. Ashbrook Company, with an elevator capacity of 60,000 bushels of grain. It has



PRESENT PLANT OF THE BIG FOUR ELEVATOR & MILLING COMPANY AT MATTOON, ILL. INSERT: ORIGINAL SHACK IN WHICH "BIG FOUR" FEEDS WERE MIXED

switch from W. D. Jones, and on October 5, 1916, purchased the elevator at Lipsey switch from J. W. Adrian. In August, 1918, I built the 20-car warehouse on the Illinois Central tracks on Lafayette Avenue, near the Illinois Central freight house. On June 13, 1919, I bought the two elevators at Tuscola. One of these is on the Illinois Central tracks, and the other on the C. & E. I. Wilbur Hopkins is the local manager and buyer. On November 10, 1919, I purchased the Pabst Brewing Company warehouse

a grain dryer, poultry feed manufacturing equipment, cornmeal mill, molasses feed tank and mixer."

The Big Four elevator company employs 20 men and one woman. The oldest employee in point of service is M. A. Orndorff, with the company 21 years. Charles DeLong is next, with 19 years, while James Fishback, office manager, has been in the employ for 18 years. The combined length of service of the five oldest employees amounts to 74.



years or an average of 18.2 years. The combined length of service of 10 of the employees is 124 years, or 12.4 years per employee.

In addition to selling the Big Four feeds manufactured by the company itself, one outside brand of feed is retailed. Elevators of the firm are located at Lipsey, Jones, Tuscola and Mattoon, Ill.

### FEEDS STILL SLOW IN NEW YORK

By C. K. TRAFTON.

Some of the leading Buffalo mills claim to have done a fair business in feeds in this territory during the past month, but as far as local distributors are concerned the hopes of greater activity have not materialized. In fact, business has been slightly less active, if anything, though still about normal for this time of the year according to general report. It is again pointed out that jobbers generally stocked up rather heavily during December and it is evident that most of them still have a sufficient supply to keep them going for the time being. Predictions of a better local demand in the near future are still heard, being based on the fact that some large producers are out of the market as far as February shipments are concerned while they are generally slow about making shipments on old orders, especially for heavy feeds, doubtless because of the slow movement of flour. This condition is probably responsible also for the fact that local holders of wheat feeds are asking about \$1.25 more than a month ago, or \$35.75 for bran and \$36.75 for middlings. Red Dog, however, is still quoted at last month's price of \$45.10. In addition to the fact that they still have stocks on hand, the refusal of buyers to take hold at the higher levels is also chargeable to the fact that additional quantities have arrived from Argentina, some of which remain unsold. These are available at relatively lower prices, though it is true that their outlet is somewhat restricted. Corn goods have also been quiet but firmer, especially yellow hominy which is scarce and about 75 cents higher at \$36, while white is about 50 cents higher at \$36.50. Buffalo mills are not offering cottonseed oil meal for shipment and local holders now quote \$38.30, compared with \$32 a month ago, in spite of the lack of demand. Linseed oil meal is about 25 cents higher at \$48.75.

### MARKET CONTINUES QUIET

In its news letter of February 9, the Martin Grain Company of St. Louis, Mo. says: Posted receipts of hay today 15 cars against 8 cars this date last year.

The Timothy hay market continues to rule very quiet with a very limited demand. The trade apparently are well filled up and are buying only in a hand to mouth way. Prices obtainable are irregular. We see nothing at the moment to cause us to believe in any higher values. Other competitive markets are on a lower basis than ours.

Light Clover Mixed hay is quiet but steady with a fair demand.

Heavy Clover Mixed hay is scarce and in demand. Pure Clover hay is scant offering with a good demand.

Alfalfa market is unchanged. There continues an urgent demand for high grade Alfalfa suitable for dairy feed. There is also a fair demand for the medium grades but lower grades on No. 2 and No. 3 are slow.

Prairie hay market quiet but steady with a fair demand.

### HAY SHORTAGE IN PROSPECT

By W. E. CARLETON

Timothy hay in the southern Indiana market is bringing from \$23 to \$25 a ton and the supply in this section is growing scarce. From present indications there will be quite a shortage of Timothy hay between now and the first of next May. Many of the meadows in southern Indiana and southern Illinois last summer and fall were killed by the drouth. At this writing many of the meadows in southern Indiana are covered with water, but how serious the damage will be to the crop is now a matter of conjecture. Alfalfa is bringing \$25 a ton in this market and the demand is good. More of

the farmers in this section raise Alfalfa from year to year and the acreage is constantly being increased. Farmers find it is one of the best crops they can raise in southern Indiana. Oats are moving well. Clover hay also is in good demand. Baled wheat straw also is in good demand, as well as baled rye straw. There is a scarcity of baled rye straw and the price is tending upward. Mill feed has been in strong demand for the past month or two. Many of the farmers in this section are fattening hogs and they have been in the market for a great deal of bran and shorts. A good deal of millfeed has been shipped to the south recently. Quite a number of the country mills are being operated on a schedule of from one to three days a week only and they are unable to supply the demand for millfeed and have been calling upon the larger mills. Mill feed prices are holding firm.

### NEW YORK HAY MARKET LIFELESS

By C. K. TRAFTON

Conditions in the New York hay market during the past month were extremely unsatisfactory to all concerned and according to some of the leading wholesale distributors business has never been so slow for this season of the year as at present. This condition has lasted now for about six weeks and hence it is small wonder that many are manifesting great discouragement. As expected last month, receipts have shown a considerable shrinkage, but nevertheless they have been fully adequate to the demand. The latter, in short, has been almost lifeless, making it evident that actual consumption is extremely slow which doubtless reflects a decidedly poor state of business among truckmen using horses. The arrivals have contained a larger percentage of good hay in large bales and while the prices secured are lower than the shippers had expected, quotations for the top grades are just about the same as they were a month ago, viz: \$26 for No. 1 in large bales and \$24 @ \$25 for No. 2, and \$22 to \$23 for No. 3. Despite the smaller proportion of lower grades in the arrivals, there has evidently been more pressure to sell such hay and as a result the poor stuff has met with the best demand, though at \$1 @ \$2 below the prices current a month ago; say at \$18 @ \$20. According to well-informed receivers, little or no change can be expected in general conditions until possibly early in March. They do not expect any material increase in demand and at the same time they look for continued light arrivals as reports from the interior indicate that very little hay is being loaded. This is a sequel to the condition which we have mentioned in previous reviews, namely, that interior buyers were paying more for hay than they could possibly hope to obtain in this market. They are now finding this out; they report that they are selling at losses and in some cases they seem to be entirely discouraged. At any rate, the great majority of them have ceased buying and now seem converted to the idea that purchases must be made at much lower figures in order to assure a profit when sold.

### 1926 FEED EXPORT REVIEW

The total value of United States feed exports for the past year was \$26,458,000, representing a loss of \$5,000,000 or 16 per cent from the 1925 volume. The exports of prepared feeds, however, such as are sold in elevator feed departments, showed an increase of nearly 25 per cent, or 4,600,000 pounds over 1925. The foreign shipments of cottonseed meal and linseed meal combined were 32,300,000 pounds larger than in 1925. In the case of all other types of feed, such as hay, cottonseed and linseed cake, bran, and screenings, there was a loss in 1926.

### TEXAS HAY INSPECTION SCHOOL

A Federal hay inspection school opens on February 28 at Fort Bliss, Texas, under the direction of the hay, feed and seed division of the Department of Agriculture.

The attendance is expected to reach 25 with men coming from western Texas, New Mexico and Arizona. The New Mexico and Arizona state agricultural colleges will send representatives from their

extension divisions. Others in attendance will be candidates for Federal licenses to inspect hay.

### NEW FEED BRANS

"TEXAS QUEEN" poultry and dairy feed. Ruhmann Grain & Fuel Company, Waco, Texas. Filed October 19, 1926. Serial No. 238,875. Published January 4, 1927.

"MICOGO" commercial feeds, including cotton seed meal, cotton seed feed, peanut meal, peanut feed and crushed snapped corn. Camilla Cotton Oil Company, Camilla, Ga. Filed October 23, 1926. Serial No. 239,088. Published January 11, 1927.

"FEED FOR PROFIT" manufactured livestock foods. The Lake Shore Elevator Company, Cleveland, Ohio. Filed September 1, 1926. Serial No. 236,758. Published January 11, 1927.

"NORTHLAND" poultry feed, stock feed and dairy feed. Northrup, King & Co., Minneapolis, Minn. Filed December 4, 1926. Serial No. 240,991. Published January 11, 1927.

"VIKING" poultry feed, stock feed and dairy feed. Northrup, King & Co., Minneapolis, Minn. Filed December 4, 1926. Serial No. 240,992. Published January 11, 1927.

"GUARDIAN" stock and poultry feed. Ballard & Ballard Company, Louisville, Ky. Filed December 8, 1926. Serial No. 241,128. Published January 18, 1927.

"GUARDIAN" stock feed and poultry feed. Ballard & Ballard Company, Louisville, Ky. Filed



December 8, 1926. Serial No. 241,129. Published January 18, 1927.

"P. D. Q." feed and feedstuffs for horses, mules, dairy cattle, poultry and swine. Ferncliff Feed & Grain Company, Louisville, Ky. Filed July 10, 1926. Serial No. 234,388. Published January 25, 1927.

"DRAKO" chick feed, scratch feed, chicken mash, etc., wheat flour, rye flour. Drake & Co., Easton, Pa. Filed November 17, 1926. Serial No. 240,237. Published February 1, 1927.

### Trademarks Registered

222,572. Poultry feeds. The Blair Elevator Corporation, Atchison, Kan. Filed July 13, 1926. Serial No. 234,460. Published October 19, 1926. Registered January 4, 1927.

222,553. Cereal food in ground form for animals and birds. James Archibald Campbell, Toronto, Ont., Canada. Filed April 30, 1925. Serial No. 213,548. Published October 19, 1926. Registered January 4, 1927.

222,817. Scratch feed, chick feed and dairy feed. The Wallace Milling Company, Huntingburg, Ind. Filed May 11, 1926. Serial No. 231,461. Published November 2, 1926. Registered January 11, 1927.

222,857. Pancake flour, buckwheat flour and chicken feed. Roy J. Dunham, Wellsboro, Pa. Filed August 31, 1926. Serial No. 236,676. Published October 26, 1926. Registered January 11, 1927.

### Trademark Registrations Renewed

61,064. Poultry and stock food. Registered March 5, 1907. Ralston Purina Company, St. Louis, Mo., a corporation of Missouri. Renewed March 5, 1927. Registered January 4, 1927.

60,272. Cottonseed meal and cottonseed oil. Registered February 5, 1907. Dallas Oil & Refining Company, Dallas, Texas, a corporation of Texas. Renewed February 5, 1927. Registered February 1, 1927.

62,017. Poultry food. Registered April 16, 1907. The Albert Dickinson Company, Chicago, Ill., a corporation of Illinois. Renewed April 16, 1927. Registered February 1, 1927.



## ASSOCIATIONS

### CONVENTION CALENDAR

February 15-17.—Annual meeting of the Farmers Elevator Association of Minnesota, at the West Hotel, Minneapolis, Minn.

February 22-23.—Annual meeting of the Ohio Farmers Grain Dealers Association, at Toledo, Ohio.

February 22-23.—Mid-winter convention of the Eastern Federation of Feed Merchants, at the Arlington Hotel, Binghamton, N. Y.

February 24-25.—Annual meeting of the Indiana Farmers Elevator Association, at the Claypool Hotel, Indianapolis, Ind.

March 1-3.—Annual meeting of the North Dakota Farmers Grain Dealers Association, at Minot, N. D.

March 22-23.—Annual meeting of the Missouri Farmers Grain Dealers Association, at Kansas City, Mo.

March 24-25.—Thirtieth annual meeting of the Kansas Grain Dealers Association, at Topeka, Kan.

March 24-25.—Annual meeting of the Oklahoma Farmers Grain Dealers Association, at Enid, Okla.

March 29-31.—Annual meeting of the Kansas Farmers Grain Dealers Association, at Hutchinson, Kan.

May 23-24.—Annual meeting of the Texas Grain Dealers Association, at the Baker Hotel, Dallas, Texas.

June 9-11.—Annual convention of the American Feed Manufacturers Association, at the French Lick Springs Hotel, French Lick, Ind.

October 10-12.—Annual convention of the United States Feed Distributors Association, at Omaha, Neb.

October 10-12.—Annual convention of the Grain Dealers National Association, at the Fontenelle Hotel, Omaha, Neb.

### INDIANA DEALERS HOLD MEETING

The twenty-sixth annual convention of the Indiana Grain Dealers Association was held in Indianapolis, in the library of the Board of Trade Building, on January 27 and 28, and was called to order at 1:30 p. m., by President E. K. Sowash, of Crown Point, Ind. The Rev. Orien W. Fifer, pastor of the Central Avenue M. E. Church, pronounced the invocation. In the absence of Linton A. Cox, president of the Indianapolis Board of Trade, Otto DeLuse, of the Lew Hill Grain Company, delivered the address of welcome. The exchange of ideas and ideals was the topic of the address of welcome. Mr. DeLuse assured the visiting grain men that the local grain dealers were at their service, and that their interests were the dealers' interests. In response to the address, Walter M. Moore, vice-president of the organization, spoke. He said that once a year to meet old friends and make new we get together, and every country shipper delights in coming to Indianapolis because there is always a royal reception. "We are fortunate in having a place of this kind to meet and hold our annual meeting," he said, "and not only to hold our meetings but to ship our grain to, for Indianapolis is an excellent market."

The president then appointed the Committee on Resolutions: Elmer Hutchinson, of Arlington; John F. Higgins, LaFayette; and Charles Noughlan, Union City. The following were appointed to the Auditing Committee: William Maibucher, Indianapolis; Frank Montgomery, Indianapolis; and John A. McComas, Indianapolis. The following were named on the Nominating Committee: Frank A. Witt, chairman; Charles A. Ashbaugh, Frankfort; Charles T. Martin, Walcott; E. N. Cook, Plymouth; and Otto LaForge, Buck Creek.

Secretary Charles B. Riley next read his report as secretary: During the year there were 31 new members added, 24 lost (six for non-payment of dues and six went out of business). The total membership up to date is 404. During the year there were 30 meetings held over the state that were well attended. The general survey shows that some of the members are doing a better business than they have for some years, due to better margins. The report of Treasurer Bert A. Boyd, showed the organization in good financial standing with a good cash balance on hand.

"Indianapolis as a Grain Market," by E. Clifford Barrett, of the Evans Milling Company, and chairman of the Grain Committee of the Indianapolis Board of Trade, was next on the program. In his address, Mr. Barrett pointed out the advantages the Indianapolis market offered the shipper by its early inspection on the day the car arrives, which has been done in order to make offers to eastern

markets working on a faster time. The immediate inspection is beneficial to grain that is likely to get out of condition, especially during the movement of new corn. Then the excellent railroad facilities assume quick disposition of grain, and these features avoid the unnecessary tying up of large sums of money in drafts. Early inspection is an additional expense, as it requires more samplers, but it is money well spent. Another advantage of the Indianapolis market is the excellent transportation service, with no reconsigning charge, and the outlet to the East, South and Southeast and Ohio River crossings. Early inspections give the dealers an opportunity to select the best market, where the best price prevails, he said, and if the grain arrives out of condition it can be profitably handled, as the elevators are well equipped to dry and condition grain for other markets. The inspection department shows no partiality of grading, which is of vast importance to shippers.

Samuel H. Holder, chief grain inspector, was next to address the meeting, and offered a few suggestions on the loading of grain at the country points. Mr. Holder proceeded to show that heavy loading of cars prohibited the inspection, and advised all shippers to load all cars leaving at least a 24-inch space between the grain and the roof of the car. Heavy loading has increased 50 per cent and necessitates the addition of samplers. Heavy loading prohibits the issuing of an inspection cer-



PRESIDENT-ELECT WALTER MOORE

tificate that can be used in the sale of grain as final inspection and hampers the work of the samplers. He went on to say that proper loading permits proper inspection, and improper loading will only permit surface inspection, as it is impossible to get true grade. Uniform loading was another point that the chief inspector brought out, advising shippers to load more uniform grain in order to get a uniform inspection. Grain that is loaded properly will be sure to get a true inspection. Loss in transit was freely discussed and the removing of grain doors by samplers. Mr. Holder explained that whenever grain doors are removed at terminals they are properly replaced, and whenever leaking is found it is reported to the joint inspection department at the terminals and the leaks are immediately repaired.

"Business Ethics," by Merle Sidener, was the next subject discussed: Good will is the accumulation of satisfied customers who return to the place where they are well treated. Clever deals are costly in the long run, and the square deal is the only basis of success. Mr. Sidener explained that a code of ethics means nothing unless practiced, and by all means one should consider the other fellows interest first.

P. E. Goodrich, Winchester, was first to give a follow-up talk, and he declared that grain men have suffered long and patiently with all the banks against them. Mr. Goodrich also said that elevator men measure up with any class of business men, when it comes to practicing ethics. Bennet Taylor was next to stand by his fellow men and declare that all grain men measured up to the standard. The visitors from other markets were asked to talk, and D. J. Schuh, of the Cincinnati market, spoke of the Cincinnati market, outlining its merits, and also informed all shippers that it was his duty to see that they got just treatment when shipping to Cincinnati. Mr. McConnell, of the McConnell

Grain Corporation, Buffalo, N. Y., and Jesse Summers, of Chicago, made short addresses.

The meeting was then adjourned until Friday morning.

At 6:00 p. m. a banquet with entertainment was given at the Columbia Club for the members of the Association, by the Indianapolis Board of Trade and the dealers of the Indianapolis market. Warren K. Mannon, of the Kinney Grain Company, was the chairman of the Entertainment Committee. About 200 guests were present and an excellent entertainment was provided.

The second day's meeting was called to order at 9:30 a. m. on Friday, by President E. K. Sowash, introducing Prof. J. J. Davis of Purdue University, LaFayette, whose topic was "The European Corn Borer." Prof. Davis explained the work of the borer in infested districts and showed photographs of its deadly work in Canada, where, in a radius of 200 square miles, the crop was reduced 90 per cent and the hog industry practically wiped out. How to combat the pest was explained and pamphlets from the press were distributed explaining the method in detail. Photographs and specimens of the various stages of borer were shown. Measures of control were discussed, and it was explained that 10 parasites known as enemies to the borer were discovered and will be used to combat the pest. Methods of cleaning up the infested fields were explained, and plowing and burning of every remnant was recommended.

In discussing "General Financial and Business Conditions and Outlook," Elmer W. Stout, of the Fletcher American National Bank, said that the deplorable condition of the financial world before 1913 was remedied by the enactment of the Federal Reserve System. Panics every 10 years and no elasticity or mobilization in currency have been overcome since the Federal Reserve System has been enacted, he said, and there is nothing black in the horizon when it comes to the outlook for 1927. With cheap money and lower levels there need be no fear of panics as long as this condition prevails. Mr. Stout pointed out the importance of the passing of the McFadden Bill, which at present is meeting some unfortunate resistance. Everything should be done to strengthen the Federal Reserve banking system and nothing to weaken it, recommended the banker.

Don Sullivan, in his talk before the meeting, urged the use of Indiana products, and heartily endorsed the Purdue educational plan for the use of Indiana products. Prof. H. R. Kraybill, of Purdue University and seed commissioner of Indiana, spoke on the attitude of control laws, and how they protect the seed merchant. He explained the duties and methods of inspection and urged dealers to assist in enforcing the laws of the state, as the underlying purpose is to improve the seed.

The discussion waxed warm when Mr. Riley, secretary of the association, responded by saying that the law should apply to all and not exempt the farmer, who when buying seed, demands the best and when selling sells anything. Why should elevator men be subject to prosecution for violating the law when farmers are violating it every day? Laws should be made in fairness to all. P. E. Goodrich also declared the law unfair as the farmers don't care what the analysis is when selling seed.

Reports of committees were next. Elmer E. Hutchinson read the resolutions, which were passed without any opposition. The resolutions opposed the adoption of the metric system of weights and measures as proposed in Congress; urged the reorganization of the Railroad Commission in some manner which will insure a resumption of the activities of the board existing prior to the merger with the Public Service Commission; regretted the death of Benjamin F. Crabbs, of Crawfordsville, a charter member of the Association, and that of William H. Nading, Shelbyville; and extended thanks to the speakers and the Indianapolis Board of Trade. The continuation of the Federal Reserve System was also endorsed; and the legislation was urged to enact specific enactments furthering eradication of the European corn borer.

Walter Moore, of Covington, Ind., vice-president, was chosen for the presidency and elected without opposition; and Ed. E. Elliott, Muncie, was elected vice-president. The two directors elected were P. E. Goodrich, Winchester, and G. G. Davis, Tipton, Ind. The meeting then adjourned.

### COLORADO GRAIN MEN MEET

The third annual meeting of the Colorado Grain Dealers Association was held January 17 at the Albany Hotel, in Denver, Colo.

The delegates to the convention were welcomed to Denver by R. P. Quest, president of the Denver Grain Exchange, and the annual address and report of work done was given by F. S. Davis of Yuma, Colo., president of the Association. Among the delegates present were many operators of country elevators and a talk on the maintenance and operation of these elevators was given by W. G. Shedron, sales manager for the Denver Elevator Company.



The annual reports of business were presented to the meeting by Secretary J. E. Starnes, of Wray, Colo.

The delegates engaged in a general discussion of various business matters. A banquet was held at six o'clock in the evening at the Albany Hotel.

An increase in the wheat crop for 1926 of about 50 per cent over 1925 gives some indication of the prosperity of the small grain farmers in this territory. In 1925 the wheat crop totaled 14,532,000 bushels and in 1926 it totaled 21,006,000 bushels, according to figures presented to the meeting by H. G. Mundhenk, secretary of the Denver Grain Exchange. There were slight decreases noted in the production of corn, oats, barley, beans and hay during 1926, but the rye crop increased from 850,000 bushels in 1925 to 1,024,000 bushels in 1926 and several other crops practically held their own as compared with bumper yields in the year 1925. A total of 2,564,000 tons of hay were harvested in the last year.

The figures presented by Mr. Mundhenk on the movement of crops into and out of Denver during the year were proof of the importance to this city of the agricultural interests.

L. G. Lowe, head of the Nebraska Colorado Grain Company, Omaha, Neb., and Sidney, Neb., was elected vice-president; Glen Morris, Sterling, was elected president; and H. M. Welsh, Sterling, secretary-treasurer.

## BERT DOW NAMED ARBITRATOR

Bert T. Dow, of the Davenport Elevator Company, Davenport, Iowa, has been appointed by President Sturtevant of the Grain Dealers National Association, to succeed F. G. Coe, of Parker & Graff, Chicago, Ill., as a member of the Association's Arbitration Committee No. 2. Mr. Coe has been designated chairman of the same committee, succeeding E. H. Bingham, deceased.

## EASTERN DEALERS PLAN MEETING

Plans are going forward rapidly for the convention of the Eastern Federation of Feed Merchants, which will be held at the Arlington Hotel, Binghamton, N. Y., on February 22 and 23. Herbert Barndt, of Binghamton, is chairman of the Entertainment Committee, which includes Floyd Dailey, J. W. West and other retail dealers located in the convention town and nearby. The Flory Milling Company, Bangor, Pa., will have its quartet present and there will be professional entertainers as well. A banquet will be held, and various other features are being planned to amuse the visitors.

Dr. C. E. Ladd, director of extension, New York State College of Agriculture, will speak, as will also V. R. Corrou, Syracuse. The Chamber of Commerce of Binghamton is lending its support and will assist in entertaining the visiting delegates.

## MUTUAL MILLERS AND FEED DEALERS MEET

On January 24, the Mutual Millers and Feed Dealers Association held its mid-winter meeting at the Hotel Buffalo, Buffalo, N. Y. The meeting was called to order by President L. L. Warner. He introduced Clifton A. Smith, Gerry, N. Y., whose topic was "Service and What the Word Means to the Feed Dealers." Mr. Smith said that it is the duty of the feed dealer to spend a part of his time in giving information to the trade. He advocated spending from three to five hours twice a week in making friendly visits to customers. Delivery service, in Mr. Smith's opinion, is a drawback. No man can deliver stuff for nothing, but must add an overhead cost for delivery. His concern delivers when a farmer wants something, but does not deliver a bag here and there, only when it has a load. The farmer is informed that the firm cannot send a truck out partially loaded, that a delivery can probably be made to him the following day, if not before, and that if the feed is needed immediately he had better come for it. The customer is reasonable enough to understand the situation.

In further comments regarding service, Henry R. Dye, Forestville, N. Y., said, in part, that there is a tendency to consider the selling of feed a "cold proposition," but if one injects service it will give all the "kick" and romance that are needed. As applied to the feed business, he considers that service means quality feed and adequately priced. The dealers should carry the old staples—corn, oats, bran and mixed feeds at all times, but the average dealer should not carry too varied a stock, "he should not carry a feed museum."

The average farmer, said Mr. Dye, is a poor business man. His education has been along the lines of agriculture instead of commercial lines. During the past year the plan had been followed of giving a liberal discount for cash and this has worked out satisfactorily. Men who ask for credit should pay for the service. The speaker's locality, he said, is

not familiar with 30 to 60 days' credit terms. "I'll pay when I sell the grapes," is the explanation of the feed buyer. Such a system works a hardship to the dealer. Some scheme is needed to avoid long-term credits. In future the retail feed dealer is not going to be warehouseman and banker for the farmers.

E. B. Dunbar, of Little Valley, N. Y., spoke on "Competition." At the afternoon meeting E. A. Perregaux, of the extension department of Cornell University, addressed the meeting on "The Cost of Operating a Retail Feed Store." He said, among other things, that the College of Agriculture at Cornell has made a study of feed stores for the past two years. In 1925 Mr. Perregaux went through Chenango, Cortland and Madison counties to get feed stores to co-operate. He visited 70 retail stores, of which 50 per cent were unable to make a profit and loss statement. He got excellent co-operation from the dealers. Some had good records of their business, but many were sadly lacking in a knowledge of their affairs and were only guessing. Volume is the most important factor in the operation of a feed business, said Mr. Perregaux. It allows greater margin and reduces overhead.

Other conclusions reached in his studies are that a more efficient turnover of capital is necessary, that dealers are not enough interested in doing a cash business. It would be better for the dealers and their customers if the latter went to the bank for credit than to depend upon the dealer for it. A final conclusion is that service must be paid for. The College of Agriculture is trying to educate the farmers to pay cash. The retail dealer cannot afford to carry poor accounts. Car-door business came up for discussion at the close of the meeting. In answer to a question, Mr. Perregaux said that he thought \$2 a ton was a legitimate profit on such business.

The meeting adjourned after it had been announced that a feed meeting would be held in Corry, Pa., on April 21.

## TRANSPORTATION

### NEED MORE AUTOMATIC MACHINERY

Because of the rapid growth of Galveston's grain trade, officials of the Galveston Chamber of Commerce have asked representatives of the Southern Pacific for a conference, the object of which will be to outline an increase in grain unloading facilities at this Texas port.

### LOW RATES BUILD PROFITABLE BUSINESS

Counsel for the Province of Manitoba served notice in a grain rate investigation hearing that grain was the most profitable commodity handled in Canada, in spite of the fact that Canada is said to enjoy the lowest grain rates in the world. A profit is said to accrue which runs into handsome figures on grain handling in Canada on account of the enormous volume handled.

### ICE CONGESTION GIVING WAY

The grain trade along the New York Barge Canal has had much more to occupy its attention of late than the state elevator scandal, reported elsewhere in this issue. Nearly 20 barges have been tied up by the ice formation and the congestion has been felt all along the line. It is expected that all this grain will soon be unloaded. The Continental Grain Company, New York, N. Y., has grain on 11 barges at Schenectady, and on two more near Rotterdam. The S. C. Fields Company also has grain on five barges at Schenectady, while a Canadian pool barge, the *Arthur R.*, lies nearby.

### BOOST CAR WEIGHING CHARGE

Increased charges for "in" and "out" weighing of cars were put into effect February 1 by the Missouri Gate grain inspectors. The increase is from 75 cents to \$1 a car. The advance was made because current receipts were too small to maintain the department. According to Roy H. Monier, warehouse commissioner for the state, a bill has been prepared and is being urged for passage in the legislature providing for the retention of the receipts of the department in charge inspection fund, which will prevent the changing of rates and probably result in a permanent reduction in the charges. The present law provides that at the end of a biennial period any surplus of the department becomes a part of the general revenue fund of the state.

### LIGHTERAGE ARGUMENT DEVELOPING

The Baltimore (Md.) Association of Commerce, an organization of over 3,000 members, has decided to join the Baltimore Chamber of Commerce in its fight before the Interstate Commerce Commission against the port charges at New York. The Chamber of Commerce has petitioned the Commission to compel the railroads entering New York to charge extra for lighterage service from terminals to harbor shipping in foreign trade, contending that

if this is done it will add approximately 4@6 cents per 100 pounds to the freight differential in favor of this city, and thus serve to divert much freight to Baltimore and other Atlantic ports.

The New York papers announced on February 5, that the lighterage service for the Port of New York is to be reorganized in order to give grain trade and other interests, better service.

### GRAIN FREIGHTERS SIGNED UP

Not all of the 19 freighters wintering in Duluth, Minn., reports the *Northwestern Miller*, will be on the market to load grain in the spring. Some will carry out ore and merchandise. Some of the grain carriers that could not work their way through the ice blockade in the St. Mary's River last fall are in winter quarters at the Soo and St. Ignace. A larger fleet than usual is holding grain at the Canadian Head of the Lakes for spring delivery. As yet there has been no interest shown in covering early grain tonnage to go east at opening time in the spring.

## THE GRAIN WORLD

The Roumanian Government is reported as having decided to reduce by approximately one-half the export duties on cereals.

\* \* \*

Rye exports from the United States so far this year have been about the same as they were last year; while exports from Russia have amounted to 4,650,000 bushels as against a little more than bushels, compared?

\* \* \*

This year's crop distribution is quite different from last year's and from the average. The principal exporting countries, excluding North Africa and Russia, produced about 221,000,000 bushels more than 1925 and 166,000,000 bushels more than the average for 1921-25. The principal importing countries produced 159,000,000 bushels less than last year and about 12,000,000 bushels less than the average for 1921-25. The North African crop, which affects the market for our Durum, is about 14,000,000 bushels less than last year and 2,000,000 less than the average 1921-25.

\* \* \*

Concerning the world wheat crop, the Bureau of Agricultural Economics has this to say, in *Foreign Crops and Markets*:

The world's wheat crop for 1926, excluding Russia and China, is estimated at 3,441,000,000 bushels compared with 3,400,000,000 bushels in 1925, and an average of 3,298,000,000 bushels for the five years 1921 to 1925. The 1926 crop is not equal to the large crop of 1923. The large crop of 1923 was due to the fact that yields were extra good in practically all countries except in the United States where they were below average. Of this year's crop about 97 per cent is made up of actual estimates for various countries reporting. The remaining 3 per cent is estimated on the assumption that those countries are producing about an average crop. Chile is the most important country, aside from Russia and China, for which no estimate has been received. The total acreage in Chile, Uruguay and New Zealand is slightly above the average but a little below last year. The rest of the 3 per cent is made up of small amounts from a number of unimportant producing countries. The above totals include revised figures for Argentina, and Australia which have both revised their wheat production estimates upward, Argentina from 215,315,000 to 222,850,000 bushels and Australia from 155,000,000 to 164,000,000 bushels.

\* \* \*

The Department explains as follows in regard to following up these leads:

The bureau does not furnish credit ratings or assume responsibility as to the standing of foreign inquiries. The usual precautions should be taken in all cases. References are generally furnished and form part of the reserved information. American exporters in following up foreign trade opportunities submitted by foreign representatives of the United States Government, should not fail to furnish the American consul, commercial attaché, or trade commissioner who sent in the report a copy of their letter to the foreign merchant. This practice should work out to the distinct advantage of American exporters, as it will enable consuls and other representatives of the Government to follow up the matter personally with the foreign merchant.

\* \* \*

In discussing the relation of the Russian and Chinese wheat crops to the general world condition, the Department of Agriculture said late in January, in part:

The doubt remains concerning the present wheat crop centers in Russia and China. For Russia, whatever the actual crop may be, it seems certain that the country's exports for this crop season will total considerably more than for the preceding year. Wheat exports through the Bosphorus up to January 14 amounted to 21,878,000 bushels compared with about 13,000,000 bushels up to the same time last year. Total grain procurements by the Russian Government for internal trade and for export, up to January 1 amounted to 8,125,000 short tons compared with 6,067,000 short tons up to that time last year. Of these amounts food grains made up about 6,090,000 short tons this year whereas last year they accounted for only about 3,340,000 short tons when the total purchases of wheat and rye for the entire season were only 6,125,000 short tons. In the past two years about three-fifths of the total procurements of all crops had been collected by January 1. The latest report available of wheat procuring separately reported is up to December 1, when 119,170,000 bushels had been collected compared with 65,000,000 bushels up to that time in 1925. Procuring this year is expected to comprise a somewhat larger percentage of the crops than last year.



## FIELD SEEDS

### WISCONSIN MUST WATCH SEED CORN

Reports made by the Wisconsin College of Agriculture at Madison would indicate that the seed corn situation is serious and demands prompt attention from every grower. Many samples of seed have been tested that show a germination of only 75 per cent. To plant such seed, even if it is planted thicker than usual, may require replanting of the entire crop. At the best, it will result in spotted and irregular stands in the corn fields next summer.

The lateness of last year's crop, early frosts and a wet fall combined to reduce the amount and the quality of the seed for the next planting. Because of the strong indications of a shortage in the supply of good seed corn next spring, farmers are urged to test their seed early.

### SEED COMPANY BROADCASTS

Seed announcements and farm problems are now being broadcasted by the Kansas Seed Company of Salina, Kan., over radio station KFKB from Milford, Kan., on Friday and Monday evenings.

This station is 500 watts, wave 416.5, and is a popular one with the radio audience of the Middle West.

### SEED GRAIN RATES REDUCED

Reduced grain seed rates are in effect on the Chicago & Northwestern Railroad from January 26 to April 30 of this year. The new ruling which was at first rejected by the Interstate Commerce Commission, offers half rates on seed grains from Minneapolis, St. Paul, Sioux City, Council Bluffs and Omaha to stations in South Dakota.

### NEW SEED BILL IN SOUTH DAKOTA

South Dakota legislators have introduced in the legislature there a bill amending the present seed distribution law so that seed grains will be distributed in March instead of in April. This applies to the distribution of such seeds by counties where the farmers need aid in securing their necessary seed supply.

County commissioners must advertise before February 12 that they will receive applications for seed grain up to March 1, under the new ruling. This application must be considered by the various county boards not later than March 10.

### IMPORTED SEED IN CANADA

Hereafter all Red Clover and Alfalfa seed imported into Canada must be colored to indicate as far as possible the country of origin of the seed.

Seed of Italian, African or Turkestan origin is colored 10 per cent red and is considered the least desirable for Canadian conditions; 1 per cent orange, its origin is the United States and may or may not be a winter hardy strain for Canadian conditions; 1 per cent green, its origin is any country not stated above and may, or may not be satisfactory.

Uncolored seed is Canadian grown and this has proved more winter hardy in Canada than seed produced in warmer climates and imported.

### INDIANA SEED NEWS

By W. E. CARLETON

Emory E. McAtee, of the Ohio Valley Seed Company of Evansville, Ind., has returned from a business trip to southern Indiana and western and northern Kentucky and reports the demand for field seeds as being below normal for this season of the year. Hard rains and floods have discouraged many of the farmers and they have not yet started to plan their spring planting. They find that Clover seed is too high and are not inclined to buy. There has been a scarcity of good Clover seed in the southern Indiana market for the past month and many farmers have given up the notion of buying any Clover seed at all while other farmers say they will have to be satisfied with foreign seed. Seed dealers however are not depressed over the trade situation and believe that with the coming of more settled weather that farmers will be in a better frame of mind and they look for the demand for field seeds to look up wonderfully by the first of April or even before.

Charles Kindermann, of Kindermann Sons, retail seed dealers at Boonville, Ind., will leave in a short time, accompanied by his wife, for a trip to southern California, where they will spend the remainder of the winter. Their son, William Kindermann, re-

turned recently from a trip to Cuba and the Latin American countries.

John Heldt, retail seed dealer of Evansville, Ind., has been re-elected a director of the North Side National bank of this city, which position he has filled for a number of years. He is well known to the South and southern Indiana trade.

### INCREASED BUSINESS DEMANDS NEW HOUSE

Henry County, Illinois, is in the midst of the corn belt of the Mississippi Valley and Cambridge is in the center of Henry County. So it was but natural that a group of enterprising farmers should see the possibilities in a co-operatively conducted seed corn business. In 1920 a number of them organized the Farmers Co-operative Seed Company, capitalized at \$25,000. Today it is comprised of 180 Henry County farmers and has business in many counties in western Illinois and eastern Iowa.

The company's main aim throughout the seven years of its existence has been to handle only the best quality of seeds, the kind the farmer stockholders want for their own farms. Red Clover, Alsike, Alfalfa, Sweet Clover, Timothy and other farm seeds are handled in addition to corn.

The company's business has expanded considerably since 1920 and 1926 saw the completion of a new seed house built especially for the storage of



HOUSE OF THE FARMERS CO-OPERATIVE SEED COMPANY, CAMBRIDGE, ILL.

corn. It is a plain, strong, three-story structure, so built that additions may conveniently be made as the business grows. It cost \$7,000 and has a capacity of about 4,000 bushels of seed corn. It is equipped with an elevator for efficient movement of corn to the top floors and with furnaces and a large fan for the rapid drying of the early selected corn.

About 2,500 bushels of choice Krug, Golden King and Reids Yellow Dent corn are now stored in the house. This corn was grown from carefully selected seed by a group of farmers given special training during the past few years in seed corn production and selection. The corn was bag picked and has been dried on racks. This is a good example of the manner in which the seed company conducts its business and is a good reason why the farmers are making money in their co-operative enterprise.

At the head of the affairs of this company are: D. O. Hinman of Cambridge, president; Perry Westerlund of Orion, vice-president; W. D. Rishel, Cambridge, treasurer; Ed. Hulting, Geneseo, secretary. The directors are: Benjamin Downs, Woodhull, A. E. Quafe, Annawan, C. D. Ford, Geneseo, William Blair, Kewanee, J. W. Morgan, Galva, T. C. McConnell, Woodhull; Isola Scott is bookkeeper.

### SUDAN GRASS SEED PRICES ADVANCE FURTHER

Sudan grass seed prices to growers continued to advance during the four weeks ended January 11, according to the United States Department of Agriculture.

Prices advanced in practically all producing districts and averaged about \$4.10 per 100 pounds, basis clean seed, on January 11, compared with \$3.35 on December 14. In some districts the range of prices was wide. For the important producing

districts prices were as follows: Western Texas and western Kansas, \$4; western Oklahoma, \$4.25; northeastern Kansas, \$3.80; and southeastern Nebraska, \$4.75.

Growers continued to sell freely and approximately 70 per cent of the crop had moved from their hands up to January 11.

Movement in certain districts, however, was retarded by rains and further, during the past two weeks, by the tendency of growers to hold for higher prices.

The greatest movement occurred in western Texas, where about 90 per cent of the crop was out of growers' hands. Movements in other important districts were: Northwestern Kansas, 55 per cent; southwestern Kansas, 40 per cent; western Oklahoma and southeastern Kansas, 35 per cent; southeastern Nebraska 30 per cent; and northeastern Kansas, 25 per cent.

### DANISH SEED PROBLEM

The commission which was appointed by the Danish Minister of Agriculture to investigate the question of drafting a law providing for the marking of seeds imported to Denmark, has made its report. It was unable to agree, but a proposed measure was prepared and sent out to various agricultural associations. These associations are also unable to come to an agreement and it is now doubtful whether or not the marking law will be passed.

It is believed, however, that the agricultural associations will recommend that the ministry prepare a ministerial decree calling for the marking of imported seed as "foreign".

### SEED SPECIAL IN MINNESOTA AND NORTH DAKOTA

A six weeks tour of North Dakota and Minnesota towns was started on January 24 of the better "seed special" promoted by the Minnesota Department of Agriculture and that organization of North Dakota. R. H. Black of the Minneapolis of the former department is in charge of the arrangements.

The train has been provided through the co-operation of the Great Northern, Northern Pacific and Soo Line Railroads and the towns visited will be along the main and branch lines of these roads, in North Dakota and Minnesota, numbering 106 in all. At several towns arrangements were made to stage all-day programs with farm crop shows and similar exhibits.

Exhibits are being carried emphasizing the importance of clean, disease-free high quality seeds of the approved types.

The closing meeting will be on March 5.

### SLIGHT CHANGE IN SEED MARKET

In leading markets seed sales for the week ending January 29 were about normal for that period of the year according to the United States Department of Agriculture. Since the selling season opened snow and sleet have been prevalent in some parts of the Central States, which may have retarded the early outward movement from markets, so that business in January did not start with the rush sometimes experienced. However, prices have been maintained for most kinds of seed. Imports have not been as great for some kinds as last year and exports of certain seeds have been greater than last year.

Domestic Red Clover continued in good demand and prices averaged 35 cents per 100 pounds higher than a week ago. Stocks were reported as smaller than normal. Imported seed met with fair demand and advanced about 10 cents. Imports during January amounted to 3,262,800 pounds, compared with 5,203,600 last year and 852,700 the year before. For the period July 1, 1926, to January 31, 1927, imports amounted to 5,374,100 pounds compared with 9,701,700 last year and 1,362,000 two years ago, during the same period.

Alsike continued in good demand and with small stocks reported prices made an average advance of 40 cents during the week. Imports during January amounted to 717,200 pounds compared with 997,000 last year and 1,104,000 the year before. For the period July 1, 1926, to January 31, 1927, imports amounted to 1,210,300 pounds compared with 6,813,000 last year and 5,446,900 the year before.

Sweet Clover continued active and prices held firmly. Stocks were regarded as normal. Imports of White Sweet Clover during January amounted to 615,800 pounds compared with 576,600 last year and

(Continued on Page 515)





## MINNESOTA AND WISCONSIN

To deal in grain and feed, the Robertson Farm Company, Inc., has been incorporated at Argyle Minn. Its capital stock is \$15,000.

Capitalized at \$25,000, the Community Grain Company, Inc., has been formed at Montevideo, Minn. The company will deal in grain and feed.

Revised plans for the St. Paul (Minn.) river grain terminal have been approved by Col. H. M. Potter of St. Louis and have been sent to Washington for final approval.

The last grain elevator at Rothsay, Minn., has been closed down. Twenty-five years ago there were four elevators in operation, but they have gradually suspended operations.

The fuel and lumber interests of the Nye-Jenks Grain Company at Fairmont, Minn., have been sold to the Young Lumber Company. A. B. Loomer will be retained as manager by the new owners.

O. N. Hegnes has resigned as manager of the Farmers Elevator at Nerstrand, Minn., and is succeeded by Oscar Sherwin. Mr. Hegnes was manager of the elevators in Nerstrand for 35 years.

The Capitol Elevator Company, Duluth, Minn., has given a contract to the Barnett & Record Company, Minneapolis, for building a concrete tank for installation of a Randolph Direct Heat Grain Drier with storage bins above the drier and storage bin below the cooler for receiving grain after it is dried and cooled so as not to interfere with the operation of the rest of their plant. The furnace is attached to outside of tank.

## IOWA

Russell Smith is now in charge of a grain elevator at Marne, Iowa.

The Hayes Elevator Company of Alford, Iowa, has discontinued its business.

New machinery has been installed by the Curnes Grain Company of Osceola, Iowa.

Ronald Meyer has bought the elevator at Carnarvon, Iowa, owned by F. H. Schultz.

Electric motors and electric lights have been installed in the Farmers Elevator at Cylinder, Iowa.

A grain conditioner has been installed by the Farmers Co-operative Company located at Mondamin, Iowa.

Frank Stieber now operates the elevator at Dyersville, Iowa, formerly operated by the late J. H. Limback.

Walter Goos is now manager of the Farmers Elevator at Grundy Center, Iowa, and takes charge on March 1.

Ralph Robertson has resigned his position as manager of the elevator at Wheelerwood (Mason City r. f. d.), Iowa.

James C. Rickel is the successor to E. M. Kellogg as manager of the Farmers Co-operative Elevator Company at Anita, Iowa.

An interest in the Farmers Grain Company of Carlisle, Iowa, has been bought by Fred Randleman, who will be manager.

A warehouse is being built to the Oxford (Iowa) Elevator of the Gifford Grain Company. It will be used in handling farm feeds.

The Farmers Elevator & Supply Company of Alta, Iowa, has been reincorporated for a term of 20 years. C. Lindief is president.

A sheller, cleaner and new leg, also two 15-horsepower motors, have been installed by the Nye-Jenks Grain Company at Modale, Iowa.

The Harlan City Roller Mills, Harlan, Iowa, is remodeling its elevator. The company was incorporated recently with \$50,000 capital stock.

The capital stock of the Farmers Grain Company of Marathon, Iowa, has been increased to \$40,000 and the charter renewed for another 20 years.

The elevator and lumber business of the Farmers Co-operative Company at Clear Lake, Iowa, has been consolidated. John Bohning will be in charge of the business.

A new 10-ton truck scale has been installed by the Farmers Elevator Company at Salix, Iowa, and a new truck dump has been added to the elevator equipment.

Charles Bender has bought out the Wheatland Elevator & Mill at Wheatland, Iowa, from Charles

Harber. Mr. Harber will remain with the new owner until March 1, when he will move to Lincoln, Neb.

The Farmers Elevator Company of Norway, Iowa, has been reorganized following the expiration of its charter, as the Norway Grain Company, C. W. Buchanan is manager.

The elevator of the Wilder-Murrel Grain Company at Luton, Iowa, has been exchanged for the elevator of the Zaneta Grain & Lumber Company at Zaneta (Dike p. o.), Iowa.

## EASTERN

A large grain and feed warehouse is to be built at Birdsboro, Pa., for F. M. Brown's Sons.

A new grain drying plant is being built by the Seneca Elevator Corporation in connection with its elevator at Buffalo, N. Y.

The grain elevator and farm business of W. J. Massey of Price, Md., have been bought by Frank Brower of the San Francisco Baseball Club.

A branch store has been opened at Terryville, Conn., by the Bristol Grain & Supply Company. A full line of grain, flour, hay and supplies will be carried.

Charles F. Ryan is now superintendent of the Gowanus Bay Elevator at Brooklyn, N. Y. He was for more than a year superintendent of the Oswego State Elevator.

The Port Covington Elevator at Baltimore, Md., of the Western Maryland Railroad Company has been equipped with wheat washing machines for cleaning smutty wheat.

The Washburn-Crosby Company has just completed the installation of a Randolph Drier in its plant at Buffalo, N. Y., and reports that it exceeds its guaranteed capacity. The O. W. Randolph Company, Toledo, supplied the machine.

To handle grain, feed, flour, etc., the Macdonald Flour Products Company, Inc., has been incorporated at Springfield, Mass., capitalized at \$20,000. O. C. Francis is president; H. E. Carlton, vice-president; Harold M. Macdonald, treasurer.

The Eastern Grain, Mill & Elevator Company of Buffalo, N. Y., has increased its capital stock of \$7,000,000 from \$6,000,000. Directors of the company are Nisbet and George J. Grammer, John J. Ramacher, Edwin J. Douglass and Norman P. and Margaret H. Clement.

Elevator interests at Buffalo, N. Y., have consolidated. An old charter held by the Western Elevating Association has been revived and is being used to operate the Superior Elevator, the Dakota Elevator, the Great Eastern Elevator and the Evans Elevator. The interests under this consolidation have under control 8,000,000 bushels of elevator space with every facility of clipping, drying, cleaning, bleaching and an unloading capacity of 100,000 bushels an hour and loading capacity of 125,000 bushels an hour. George Pierce will head the new organization as president.

## ILLINOIS

The Valley Grain Company of Odell, Ill., has installed a new scale.

M. A. Bonwell is manager of the Raven Elevator Company of Scotland, Ill.

The Odell Grain & Coal Company of Odell, Ill., has installed a new truck.

A cash grain business has been started at Milford, Ill., by Dan Disoway.

The elevator at Blue Ridge (Mansfield p. o.), Ill., has been bought by C. B. Kirk.

A. P. Schantz, grain dealer of Lexington, Ill., has made plans for building coal sheds.

The R. S. Richie Elevator at Dewey, Ill., has been bought by the J. M. Jones Company.

The Public Supply Company, grain dealers of Dixon, Ill., has installed a truck dump.

An electric motor has been installed by the People's Grain Company of Brocton, Ill.

Cappes & Gerdes, former grain dealers at Sterling, Ill., are succeeded by the Addison Capp Company.

The Farmers Elevator Company of Cruger (Eureka p. o.), Ill., has installed new belting and cups.

W. S. Long and his son have taken over the local grain business at Rushville, Ill., formerly conducted

by Bader & Co., and will operate as W. S. Long & Son. The company will handle grain, coal, seeds and hay.

John Black has bought the Atkinson Farmers Elevator at Atkinson, Ill. He took possession February 1.

An electric motor has been installed in the elevator of the Farmers Elevator Company of Fairland, Ill.

Repairs and remodeling have been done to the elevator of the Godel Grain & Coal Company of Wilmington, Ill.

E. Kellar is manager of the Farmers Elevator at Melvin, Ill. He for years operated grain elevators at Risk and Strawn, Ill.

The new 3,000,000-bushel elevator of the A. E. Staley Manufacturing Company of Decatur, Ill., will be ready for operation in April. The Staley company has been in business for years and does an extensive feed manufacturing business.

Wm. Susdorf of Blandinsville, Ill., has been elected manager of the Avon Farmers Elevator Company of Avon, Ill., succeeding D. E. Hanks.

The L. J. Kaiser Company has been incorporated at Decatur, Ill., to conduct a business in cash grain. L. J. Kaiser and J. A. Freeman are interested in the concern.

The office of the Sublette Farmers Grain Company of Sublette, Ill., has been remodeled and a new 10-ton Fairbanks-Morse Auto Truck Scale has been installed.

The El Paso Elevator Company has been organized at El Paso, Ill. C. E. Armstrong is president; J. W. Fleegeer, secretary, and George Burroughs, treasurer.

After five years' operation, the Hopkins Grain Company at Altona, Ill., has discontinued business. F. C. Hopkins, manager, is now with the Farmers Co-operative Grain Company.

The Franklin Grove Farmers Elevator Company of Franklin Grove, Ill., has painted its elevator and remodeled its shed to make room for two more coal bins with concrete floors.

The Wyandot Grain Company of Wyandot, Ill., has moved its electric motor from the main floor to the top, has bought a small truck for delivery and an automatic conveyor for unloading coal at the company's elevator.

C. W. Crowdsen has sold his interests in the Bruce Elevator at Sullivan, Ill., and the East End Elevator to J. B. Tabor and J. I. McLaughlin. They are being operated under the name of the Sullivan Grain Company.

A corn cracker and scalping reel have been added to the elevator equipment of the Farmers Elevator & Supply Company of Morrison, Ill. A Monarch Attrition Mill is used for custom grinding. A. W. Bendschneider is manager.

A new power plant has been installed by the Hight & Cline Elevator Company of Mt. Auburn, Ill., replacing the engine which was damaged by a broken connecting rod recently. The new power plant consists of a twin type engine.

The partnership of the Symerton Grain Company of Symerton, Ill., has been dissolved and the two companies will operate as the Symerton Grain Company and the H. J. Flesner Grain Company. Raymond Baskerville and John Jones are owners of the Symerton Grain Company.

## OHIO AND MICHIGAN

The Raabe Bros. Elevator at Ft. Jennings, Ohio, has been equipped with a new sheller.

Sark & Plum, Lilly Chapel, Ohio, are adding a Randolph Direct Heat Drier to their existing equipment.

The Edmonds Elevator & Implement Company at Hastings, Mich., is now owned by Charles E. Parker.

The Manton Produce Company of Manton, Mich., has sold its elevator and mill to the C. D. Phelps Company.

A fireproof tile boiler and engine is being built for R. A. Blessing, owner of the Octa Grain Company of Octa, Ohio.

D. R. Swisher's interests in the grain elevators at Campbellstown, Ohio, and Boston and Witt's Station, Ind., have been sold. The Ohio elevator was sold to



Marvin Armacost and the Indiana elevators to a Richmond, Ind., man. The Ohio elevator had been in the hands of the Swisher family since 1873.

Shumaker & Tenant have bought the elevator at Martel, Ohio, formerly owned by the Martel Equity Exchange.

A corn cracker and grader and elevator have been installed by the Hillsdale County Co-operative Company of Hillsdale, Mich.

The elevator at Worstville (Payne p. o.), Ohio, formerly owned by Will Bricker, has been bought by the Brady Bros. They own both elevators at Worstville.

Pete Hipp is now manager of the Farmers Elevator at Haskins, Ohio. He was formerly manager of the Napoleon Grain & Stock Company of Napoleon, Ohio.

The grain and feed business at Shadeville (Lockbourne p. o.), Ohio, formerly operated by Frank Koci has been taken over by the W. M. Johnson Lumber Company.

The Hamler Co-operative Grain Company of Hamler, Ohio, has made a number of improvements to its plant including the installation of a new driveway, new sheller and cleaner and cob burner. It has also rearranged all the other machinery in its B & O Elevator, and installed wagon scale and new automatic scale.

## THE DAKOTAS

Operations have been stopped in the Western Terminal Elevator at Yankton, S. D.

The Crete Co-operative Grain Company of Crete, N. D., is succeeded in business by the Crete Lumber Company.

New motors of increased capacity have been installed by the Farmers Elevator Company of Finley, N. D.

A grain cleaner for conditioning corn and other grain has been bought by the Farmers Grain Company of Artesian, S. D.

Articles of incorporation have been filed by the M. F. J. Grain Company of Aneta, N. D., capitalized at \$15,000. Knute Melby, H. H. Francisco, and J. G. Johnson are interested.

The capacity of the Hi-Line Elevator Company's elevator at Peak Station, north of Valley City, N. D., has been increased from 40,000 to 60,000 bushels. Eight additional tanks have been built.

The elevator of Dover (Sykeston p. o.), N. D., of the George Richards Company has been bought by the Farm Service Exchange, Inc. It will be used as a distributing center for the farmers in that territory.

## SOUTHERN AND SOUTHWESTERN

The Coates Grain Company is erecting a new elevator at Turpin, Okla.

The Farmers Elevator Company of Mooreland, Okla., is to install a truck dump.

A grain and hay warehouse is being built at Murfreesboro, Ark., by Henry Terrell.

The Enid Terminal Elevator Company of Enid, Okla., has installed new 34-unit electrical protein laboratory.

A 10-bushel automatic shipping scale has been bought by the Waukomis Grain Company of Waukomis, Okla.

New and enlarged quarters are now occupied by the Farmers Grain & Implement Company of Claude, Texas.

R. C. Garrett is manager of the Madill Grain & Elevator Company of Madill, Okla. He was formerly at Ada, Okla.

An elevator of 25,000 bushels' capacity has been completed at Muleshoe, Texas, for the Cox-Arnold Elevator Company.

Changes and repair work are being done to the Belva, Okla., elevator of the E. R. Humphrey Grain Company of Enid, Okla.

A new Fairbanks 10-ton Truck Scale has been installed in the elevator of the E. C. Wegener Grain Company at Minco, Okla.

The Davis Grain Company of Walnut Ridge, Ark., is to be operated under the name of the Arkansas Grain Company.

The name of the Hinson-Hockaday Grain Company at Graham, Texas, has been changed to the Hinson-Hockaday Motor Company.

The elevator of the Rosston Farmers Elevator Company of Rosston, Okla., has been rebuilt and the capital stock increased to \$20,000.

The elevator of the W. B. Johnston Elevator Company of Enid, at Alva, Okla., is to be rebuilt. It has bought equipment for rebuilding.

W. E. Goodman, J. E. Josey and R. C. Miller have incorporated at Houston, Texas, as the Goodman Grain Company. Its capital stock is \$20,000.

The Nashville Warehouse & Elevator Corporation of Nashville, Tenn., will rebuild on the site of the former plant an elevator of 700,000 bushels' capacity. This will give the company a larger capacity. The

new structure will be nine stories in height and will be of concrete construction. S. M. Allen, Jr., is president of the firm.

The name of the Liberty Grain Company of Liberty, Texas, has been changed to the Liberty Grain & Grocery Company. H. L. McGuire is manager.

The Ballard & Ballard Company of Louisville, Ky., has let the contract for the 1,000,000-bushel elevator which will consist of 24 tanks and head-house.

R. M. Raulston, T. A. Snoddy and J. W. Seaman have incorporated at Garber, Okla., as the Garber Grain & Supply Company. The firm is capitalized at \$20,000.

H. E. Koester, George G. Pinkerton and J. L. Brown have incorporated at Bartlesville, Okla., as the Bar-dew Grain Products Company. Its capital stock is \$25,000.

The Southern Feed Stores, Inc., has been organized at Atlanta, Ga., to deal in grain, feed, flour, etc. Its capital stock is \$12,500. A. S. Grove and Hyman Witt are interested.

To deal in grain, feed and hay, Edwards Bros., Inc., have been incorporated at Atlanta, Ga., capitalized at \$30,000. The incorporators are C. C. Edwards and A. S. Edwards.

A Eureka Corn Cutter with capacity of 2,000 pounds per hour has been installed by the Star Mill & Elevator Company of Hennessey, Okla. This is an addition to its seed mixing department.

The D. T. Wadley Grain Company of Texhoma has completed a 20,000-bushel elevator at Boise City, Okla. It is operating under the name of the Boise City Grain Company with R. L. Johnson manager.

Fred Gillis is now with the Atlanta Flour & Grain Company of Atlanta, Ga., and is covering the Macon, Ga., territory. He was formerly salesman in the Southeast for F. Y. Johnson, grain broker.

E. G. and G. G. Black have incorporated at Enid, Okla., as the Black Grain Company. The elevator at North Enid, formerly owned by the Enid Milling Company, has been taken over and feed and grains will be stocked.

A dump has been installed by the Farmers Grain & Elevator Company of Baker (p. o. Turpin), Okla. This company owns an elevator at Turpin and contemplates building one at Floris next spring. H. L. Vance is manager.

An addition is to be built to the Fort Worth Elevator Company, Fort Worth, Texas, at a cost of \$500,000. The daily handling capacity will be 150 cars. Jule G. Smith is president; Jule B. Smith, vice-president and secretary.

The entire stock of the Russell Grain Company, wholesale grain dealers at Mt. Pleasant, Texas, has been bought by the Cargile Grain Company. The Russell Grain Company, owned by John Russell of Mt. Pleasant and S. F. Nelson of Winnsboro, has been in business for nine years.

## MISSOURI, KANSAS AND NEBRASKA

Jake Wissing has bought the Farmers Union Elevator at Brookville, Kan.

H. E. Sharpe is manager of the Robinson Elevator Company of Osborne, Kan.

The Farmers Co-operative Elevator Association has opened for business at Valley, Neb.

The C. E. Robinson Elevator at Palco, Kan., is under the management of Leo Painter.

The elevator of the De Witt Milling & Elevator Company at Potter, Neb., is being remodeled.

The Barnard Elevator and Guilford Exchange, Guilford, Mo., have completed a merger.

H. C. Long now owns J. M. Crane's grain house at Eterville, Mo. He traded it for his farm.

The T. B. Hord Grain Company has leased its elevator at Wood River, Neb., to Emil Theilen.

A new office addition has been completed at Indianola, Neb., for the Smith-Reiter Grain Company.

The plant of the Norway Farmers Elevator Company of Norway, Kan., has been bought by Victor Hermann.

The Farmers Elevator & Mercantile Company at Woodston, Kan., is now owned by E. G. Meyer and A. D. Hull.

M. E. Varner has bought the elevator and grain business at Towanda, Kan., formerly owned by L. W. Robison.

The Paine Bros., have bought the W. H. Lyon Elevator at Lyons, Neb., and will conduct a general grain business.

The West Elevator at Crofton, Neb., has been leased from the Farmers Grain & Stock Company by Frank Holder.

The Farmers Elevator Company of Pickrell, Neb., has built a new flour and feed warehouse. A. A. Milligan is manager.

The Washburn-Crosby Company has let the contract to the Folwell-Ahlskog Company of Chicago, Ill., for the erection of a 1,500,000-bushel reinforced

concrete addition to its storage capacity at Kansas City, Mo., which will bring the total capacity to 4,000,000 bushels.

A chain drag has been installed and general repairs made to the elevator of the Wakenda Grain Company of Wakenda, Mo.

Arnold Beckman is now manager of the Wilson Grain Company at Burr, Neb. He is manager also of the Roe Lumber Company.

The interest of Upton Owings in the Oak Grove Grain Company at Oak Grove, Mo., has been sold to other members of the firm.

L. P. Pace is now manager of the Farmers Elevator Company at Jefferson City, Mo. He was manager of the shipping association there.

A modern grain elevator is to be built at Guide Rock, Neb., by L. W. Ely on the site of his present elevator. Construction will start about April 1.

The Farmers Elevator at Hemingford, Neb., is to be operated by electricity purchased from central station. It replaces the gasoline engine.

The interest of C. E. Coffey in the Farmers Elevator at Phillips, Neb., has been bought by Harry Toof. He will be manager of the elevator.

Effie E. O'Neal and Earl W. Pugh have incorporated at Mt. Vernon, Mo., as the Mt. Vernon Mill & Elevator Company. Its capital stock is \$35,000.

Some changes are being made to the elevator of A. G. Hagman of Orrick, Mo. A new high power motor and corn sheller have also been installed.

The mill and elevator of the Winfield Farmers Union Co-operative Association at Winfield, Kan., has been bought by the Branson Milling Company.

A 2,500-bushel wheat and ear corn leg and spiral sheller have been installed in the elevator of the Farmers Grain & Supply Company at Carrollton, Mo.

The plant and stock of the Farmers Union Mercantile Company at Pender, Neb., have been bought by the Moseman Grain Company for a consideration of \$19,000.

The Snell Mill & Grain Company of Clay Center, Kan., has been sold to the Shellabarger Mill & Elevator Company of Salina, Kan. J. B. Smith is general manager.

The contract has been let by the New Era Milling Company of Arkansas City, Kan., for the erection of a 125,000-bushel concrete storage to its mill, bringing the total grain storage to 500,000 bushels.

The Pillsbury Flour Mills Company of Minneapolis, Minn., has made plans for the erection of additional storage capacity at Atchison Kan., consisting of 86 storage tanks. The mill has at present 53 tanks.

The Federal Oil & Warehouse Company has been incorporated at Lincoln, Neb., with capital stock of \$20,000. It will buy and sell on commission grain and products of the farm. Arthur Barney is president; Ralph Barney, vice-president; T. H. Henningsen, secretary and treasurer.

Farmers in the vicinity of Doniphan, Neb., have bought the elevator of the Redman Grain Company for the consideration of \$25,000. The mill machinery was sold to a miller at Kimball, Neb. They have organized a company, capitalized at \$10,000, to be known as the Farmers Elevator Company.

## INDIANA

Mr. Heffelman of Indianapolis has bought the elevator of Clarence Rich at Dunreith, Ind.

The Mayer Grain Company of Churubusco, Ind., has installed a Hess Grain Drier at Arcola, Ind.

The elevator of Ora, Ind., is being operated by B. I. Rinehart who succeeds Ira E. Rinehart & Son.

A certificate of preliminary dissolution has been filed by the United Grain & Supply Company of Swayzee, Ind.

John Sells who was manager of the Tab Elevator Company has opened a modern feed store at Tab, Ind. A feed mill was also installed by him.

A new warehouse has been built at Crawfordsville, Ind., for the Farmers Co-operative Grain & Supply Company and a cleaner has been installed.

T. E. Samuels is to conduct a grain commission business at Rensselaer, Ind. For two years he was manager of the Farmers Elevator. His brother, Willis, succeeds him at the elevator.

The Farmers Co-operative Elevator at Packerton, Ind., has been leased for a period of five years by Clay Syler, manager of the elevator at North Manchester, Ind. He will place a manager in charge.

Joseph Ellis has sold the Hartford City Grain & Milling Company of Hartford City, Ind., to A. L. Cotterman of Dayton. Mr. Cotterman was the former owner of the business and will run the mill.

Capitalized at \$10,000, the Swinford & Ratcliff Elevator Company has been incorporated at Claypool, Ind., to deal in grain and feeds. The directors are A. M. Ratcliff, V. Ratcliff and Bertha R. Swinford.

W. E. Rooker is now with the Boone Grain &



Supply Company of Lebanon, Ind. He succeeds William Means who resigned. Mr. Rooker was formerly manager of the Redkey Grain Company of Redkey, Ind.

## WESTERN

The Hugh Baker Elevator at Burlington, Colo., has been bought by Warren Shamburg.

E. R. Munson succeeds Ole Aafedt as manager of the State Elevator Company of Ulm, Mont.

A 500,000-bushel elevator is to be built at Clovis, N. M., for the Clovis Mill & Elevator Company.

A new elevator is to be built at Holly, Colo., for A. L. Smith & Co., replacing the one which burned.

The Trout Grain Elevator at Portales, N. M., has been bought by the Farmers Co-operative Elevator Association.

The elevator of the Jennings & Roller Grain Company at Burlington, Colo., has been bought by the Roller & Tooker Grain Company.

R. A. Anderson and J. G. Walls have dissolved their partnership at Pomona, Calif., and will no longer buy and sell grain as Anderson & Walls.

The Dickinson, Nelson Company has been incorporated at Stockton, Calif., capitalized at \$75,000. The company will operate a grain and feed store.

Capitalized at \$20,000, the Pomeroy Warehouse & Milling Company has been incorporated at Pomeroy, Wash. James Oliver and Frank Cardwell are the incorporators.

Further improvements are to be made to the Parma (Idaho) Elevator this spring. A new truck dump has already been installed, office enlarged and new scale installed.

A grain, feed, flour and fuel business is to be conducted at San Fernando, Calif., for W. R. Fleming of Pasadena. The building has been remodeled. W. R. Talbott will be in charge.

Alterations are to be made to the property of the Globe Grain & Milling Company at Colton, Calif. Plans specify reinforced concrete construction, structural steel work, cement hoppers, and flooring, concrete division walls and steel angles and curbs.

A modern elevator is to be built, work starting on April 1, at Nashua, Mont., for the Farmers Produce Company. The new plant will have a capacity of 53,000 bushels and will replace the present 20,000-bushel house. Work is to be finished, it is expected, by June 1.

Ross H. Dinsmoor has bought an interest in the El Monte Grain Company of El Monte, Calif. He will be mill superintendent succeeding J. B. Pritchard who is to be superintendent of the warehouse. F. R. Kenney and F. F. Booker are the other members of the firm.

A new warehouse is being built at Denton, Mont., for the Farmers Co-operative Elevator Company. The building when completed will have a storage capacity of more than 100,000 bushels which with the present storage facilities will give the company a capacity of 140,000 bushels.

The holdings of George Henshaw in the Henshaw Grain Company at Kiowa, Colo., have been sold by him. He is going to California to go into the grain business there. Mr. Henshaw bought the Russel-Gates Mercantile & Grain Company at Kiowa 10 years ago and has been interested there since.

The Globe Grain & Milling Company is planning the erection of two additions to its Ogden, Utah, plant this spring. One will provide 600,000 bushels more for storage increasing the elevator capacity to 1,300,000 bushels. The other will be a flour warehouse adding 20,000 barrels flour storage. Additional machinery is also being installed in the feed mill.

A strictly modern and complete grain elevator plant is forecast for a location on the Columbia River in the vicinity of Longview, Wash. A preliminary report was made February 2, by E. F. Carter, vice-president of the John S. Metcalf Company of Vancouver, B. C., a concern which has had experts make an exhaustive study of the site with a view to its possibilities as a grain terminal. The plan as submitted has been approved by grain interests and port officials along the river, but the name of the operating company that would take over the plant has not been divulged, although it was stated at the port commission meeting that a satisfactory contract between R. A. Long of the Long-Bell Company and promoter of the city of Longview, and the elevator company was being drawn. Engineers and architects have been instructed to proceed with preliminary plans as soon as the formal contract is signed, which it is expected will be executed immediately. It was announced that the building of the plant will probably require a year, and that it would be ready for operation by the spring of 1928. The plant will be built on a unit basis, and it is so arranged according to present plans, that additional storage bins can be built from year to year as demand seems to justify. The first unit, including the workhouse, will have a capacity of 360,000 bushels. This will provide a capacity for treating, cleaning, and other-

wise caring for 20 to 30 cars of wheat a day on a double shift. The facilities provide for the ability to place aboard boat 15,000 bushels of 450 tons per hour. The approximate cost of the plant as recommended together with necessary transportation connections and power lines, will be near \$372,000.

## CANADA

The elevator of the N. M. Patterson & Co., at Fort William, Ont., is being improved. The enlarged capacity will be 2,500,000 bushels. It will be ready for the crop of 1927.

The James Stewart Company and the Bawlf Terminal Elevator Company have plans for extensive additions to their terminal elevators at Fort William and Port Arthur, Ont.

A 1,000,000-bushel grain elevator is to be built at Sarnia, Ont., for the Sarnia Elevator Company, which was recently organized there. The plan is to have the city raise the necessary money by taxes.

The United Grain Growers has filed an application with the Vancouver Harbour Commission for

an additional storage capacity at No. 3 Elevator at Vancouver, B. C., which is leased by the co-operative organization. It asks for from 600,000 to 1,000,000 bushels' additional capacity.

The Grand Trunk Pacific Elevator, Fort William, Ont., gave Barnett-McQueen Construction Company, a contract for the erecting of a building to install a Randolph Direct Heat Grain Drier. This building will have a storage bin above the drier and storage below the cooler and the furnace room will be located in the same building just beneath the cooler floor. One man is required for the entire operation of the plant.

The contract for the grain drying equipment for the Canadian National Railway Company's Elevator "B" at Port Arthur, Ont., has been let to the Strong-Scott Manufacturing Company, Ltd., Winnipeg. The Saskatchewan Pool Elevator Company, Ltd., is operating the plant which is known as Pool No. 6 Elevator. The drying equipment consists of two units of the latest type Morris Automatic Dust Collecting Driers.

# HAY, STRAW AND FEED

William Lewis is manager of the Economy Feed Store at Oakville, Iowa.

A full line of feeds is to be carried by John I. Collins at Dumas, Ark.

Arthur Paul has sold his feed business at Collinsville, Ill., to Joe Willoughby.

A feed and grocery store is being opened at Cotton Plant, Ark., by W. D. Lloyd.

A feed business is to be conducted at Temple, Calif., by the Temple Grain Company.

The Alexander Bros. of Osgood, Ohio, have equipped their elevator with a feed mill.

A produce and feed store has been opened at Huntsville, Ark., by Harwood & Sullins.

The Wakeman Mill & Elevator Company of Wakeman, Ohio, has installed a new feed mill.

The Jake Ware Feed Store has been bought by J. C. Weeks and John Dodson at Conway, Mo.

A new Munson Attrition Mill has been bought by the Genola Grain Company of Genola, Minn.

The East Madison (Ohio) Coal & Feed Company has equipped its property with an attrition mill.

A feed mixing plant has been installed by the Stanwood Grain Company of Stanwood, Wash.

The elevator of A. J. P. Schissel has been equipped at Adams, Minn., with an attrition mill.

Grinding was started the middle of January by the Stubblefield-Rogers Grain Company of Atlanta, Ill.

The P. J. Leithauser Elevator at Sherwood, Ohio, has been equipped with a motor driven attrition mill.

An 19-inch belt driven attrition mill has been installed by the Dishar Grain Company of Mendon, Ohio.

A feed business is to be conducted by the Ferndale Cash & Carry Feed Company of Ferndale, Wash.

The Farmers Incorporated Co-operative Society of Ruthven, Iowa, has installed a late type attrition mill.

A new hammer type feed grinder has been installed by the Birkholz Bros., feed dealers at Markesan, Wis.

Business has been started by the Cash Feed & Grocery Company of Delight, Ark. E. C. Wingfield is manager.

A new feed mixer and other equipment have been installed in the elevator of A. W. S. Locke at Eldorado, Ohio.

A new feed mill, corn sheller and cleaner have been installed in the elevator of Ivan Wardner at Archbold, Ohio.

The Cookeville Cash Poultry Feed Company has opened up at West Cookeville, Tenn. J. F. Logue is manager.

The Maricle Coal & Feed Company has bought the W. J. Mangum Coal & Feed House at Henrietta, Texas.

The feed store at Sulphur Springs, Texas, formerly conducted by Carl Ward has been reopened by Paul Flippin.

A feed mill and power equipment has been contracted for by the Grant Farmers Grain Company of Forest, Ohio.

A new feed business has been organized at Branchville, N. J., by Ernest and Frank Roy, as the Roy Company. Ernest Roy was formerly a partner in

the firm of Stires & Roy, having bought the interests of William Stires who has retired from business.

Business has been resumed by the Ajax Feed Company of Arlington, Wash. R. W. Shaw is trustee of the business.

A feed store has been opened at Delphi, Ind., by Mead Titlow. It is specializing in chicken feeds and a laying mash.

The Blanchester Coal & Feed Company has been incorporated at Blanchester, Ohio, by Howard Crosley and John Fritz.

The Orting Feed Supply Company at Orting, Wash., has been closed by George A. Bryan. He has opened a grocery.

The business of the Livingston Feed Store at Livingston, Calif., has been bought from G. E. Preston by G. S. Court.

An addition is to be built by M. C. Johnson to his elevator at Oldham, S. D. He will add a feed mill and chick feed mill.

D. E. Hanks is conducting the feed and coal business at Avon, Ill. He was manager of the Avon Farmers Elevator Company.

Orville Hawkins has opened a feed store at Morrison, Ill. He was formerly at Unionville, Ill., where he operated a grist mill.

Jacob, Frank J., and Joseph Schneider have incorporated at Hillsboro, Ore., as the Hillsboro Feed Company. Its capital stock is \$10,000.

A grinding and crushing equipment has been installed in the property of the Laurelville Grain & Milling Company of Laurelville, Ohio.

A wholesale feed and flour business has been opened at Middlesboro, Ky., by J. H. Yeager to be known as the Pinnacle Supply Company.

A feed mill has been installed by the Walfram Grain Company, P. J. Walfram, owner, at Brownsburg, Ind. He also bought a 15-ton scale.

The Hugh B. Clark Feed Company of Puyallup, Wash., is being placed on a profit sharing basis. Hugh Clark is president and general manager.

The linseed meal and millfeed jobbing business of H. J. Bergman at Minneapolis, Minn., has been sold by him. He will go into business at Texas.

The stock of the Southern Feed Store at England, Ark., has been bought by Cumming & Swain. The Southern Feed Store has discontinued business.

The La Mesa Feed & Fuel Company of La Mesa, Calif., has started to enlarge its building. Plans for the improvements call for the extension of the building.

A new wholesale and retail feed and hardware store has been opened at Laura, Ky., by Blankenship & Ward. R. Blankenship and John Ward are interested.

E. B. Wright will conduct a feed and seed business at Burlington Junction, Mo. He sold his feed and seed business at Fairfax to V. D. Curnutt about a year ago.

The half interest of Ed. Boyd in the firm of McDavid & Boyd, dealers in hay, grain and livestock at Hillsboro, Ill., has been bought by James L. McDavid.

The Horabin Feed & Fuel Company has taken over the feed business of W. O. Horabin at Palo Alto, Calif. H. M. Hare is president; A. Clark, vice-president.

The name of the Moseley-Ward Company, feed



manufacturers of Buffalo, has been changed to the R. S. Moseley Company. Mr. Ward has sold his interests to his partner and the Consolidated Products Company of Chicago.

A general feed and seed store has been opened at Broad Ripple, Ind., by G. D. Pyle of Carmel. He will carry a complete line of poultry, dairy and stock feeds and seeds.

The name of the storage, fuel and feed business of Leighroy Miller at Porterville, Calif., has been changed from the Storage Warehouse Company to Miller's Storage Warehouse.

John L. Morrison has sold his interest in the grocery and feed store at Warm Beach, Wash., to Arthur E. Hatton. The firm will continue to operate as Hatton & Morrison.

An addition is being built to the elevator of the Farmers Elevator Company of Scarville, Iowa, in which will be installed a 24-inch burr feed grinder. Electric power is to be used.

Articles of incorporation have been filed by the Dairymen's Feed Company of Malone, N. Y., capitalized at \$25,000. B. S. Tracy, T. E. Murphy and W. C. Sherwell are interested in the new company and will conduct it.

J. M. Riebs, Jr., and his son, Arthur J. Riebs, are now associated with G. J. Cahill in the Cahill Grain & Products Company, feed jobbers at Milwaukee,

Wis. Mr. Cahill will remain in charge and there will be no change in name or policy.

A corn cracker and feed mixer have been installed by the Degraff Hay & Grain Company of Degraff, Ohio. The improvements included new conveyors and other equipment.

The Oak Hall Feed & Seed Company of Horsey, Va., has been bought by W. Thomas Bloxom. It was formerly owned by Roland Johnson. Mr. Bloxom will continue the business.

Feed mixers and corn crackers have been bought by the Mulberry Grain Company of Mulberry, Ind., and a full line of hog feeds, laying mashers, scratch feeds and cattle feeds will be carried.

L. W. Spaulding and John Ball will continue the business of the Wilson Feed Company at Glendora, Calif. Charles Wilson, owner, died, but his former partner and half brother will continue.

Business has been started by the Blanchester Coal & Feed Company of Blanchester, Ohio, in the former location of the Square Deal Supply Company. The business is owned by Howard Cossley and John Fritz.

The interest of Isaac Vancuren in the Hocking Valley Feed Company of Logan, Ohio, has been bought by Edward Hockman. Frank St. Clair who was associated with Mr. Vancuren retains his interest in the business.

January 12. Fire was of unknown origin. One of the main structures was destroyed. The loss was \$200,000. Included in the loss were 300,000 bushels wheat and oats. S. M. Allen, Jr., is president of the company, which will rebuild the elevator at once.

Glenwoodville, Alta.—Fire on January 21 destroyed the elevator of the Ogilvie Milling Company with 15,000 bushels stored wheat and quantity of flour and coal. The loss was \$35,000.

Hartstown, Pa.—Fire destroyed the buildings of J. A. Marsteller & Son Feed Company on January 25 with a loss of between \$15,000 and \$20,000. The loss is partly covered by insurance.

Riverdale, Kan.—On February 1 fire destroyed the Pratt Elevator valued at \$5,000. Considerable grain was also destroyed. The elevator had not been running for two days when the fire broke out.

Buffalo, N. Y.—Fire damaged the elevator of the George J. Meyer Malt & Grain Corporation with a loss of \$75,000. The firemen kept the fire from the main plant and the loss incurred was on the grain only.

Mitchell, S. D.—Fire of unknown origin destroyed the Siberz Bros. & Craig Elevator with a loss of \$3,000, most of which is covered by insurance. There was a small amount of grain in the elevator at the time of the fire.

Moro, Ore.—Fire destroyed with a loss of \$60,000, the elevator of the Farmers Elevator & Supply Company. All the equipment and thousands of bushels of grain were destroyed. Plans are being made for rebuilding the elevator.

Warrenville, Ill.—The grain elevator of William Daw, coal and grain merchant, was destroyed by fire with a loss of \$25,000. Thousands of bushels of grain were destroyed. Spontaneous combustion is believed to have caused the fire.

Xenia, Ohio.—The Xenia Farmers Exchange Company had a small fire in its plant recently which was caused by a short circuit in the motor driving the grinder. The fire was put out before any damage was done to the building or other machines.

## FIRES—CASUALTIES

Manchester, Ill.—The plant of V. C. Elmore was destroyed by fire on January 28.

Bottineau, N. D.—The F. W. Lonsbrough Feed & Seed Store was damaged by fire.

Antwerp, Ohio.—Fire damaged slightly the plant of the Antwerp Equity Exchange.

Warren, Minn.—Fire slightly damaged the elevator here operated by Andrew Melgard.

Chelsea, S. D.—The elevator of the Chelsea Grain Company was destroyed by fire on January 29.

Henderson, Ky.—The Henderson Elevator was damaged by fire with a loss amounting to \$5,000.

Ashton, S. D.—The Great Western Grain Elevator here was destroyed by fire with a loss of \$12,000.

LaCrosse, Ind.—The LaCrosse Elevator & Grain Company sustained a total loss to its plant on February 3.

MacLeod, Alta.—Fire destroyed the Midland Elevator together with 20,000 bushels stored grain on February 3.

Ada, Ohio.—The elevator of the Ada Farmers Exchange was destroyed by fire on January 8. The loss was \$50,000.

Bluffton, Ind.—Slight damage was done to the drier in the elevator of the Studabaker Grain & Seed Company on January 26.

Meriden, Conn.—The building occupied by the Standard Grain & Coal Company, Inc., was destroyed by fire on February 4.

Goldwin (Woodworth p. o.), N. D.—The office of the Sorenson Bros. elevator was destroyed. The loss was covered by insurance.

McVie, N. D.—The H. B. Freeborn Grain Elevator and 13,000 bushels of grain were damaged by fire with a loss of \$17,000.

Nokomis, Sask.—The elevator of the Maple Leaf Milling Company was destroyed by fire with 5,000 bushels wheat and 200 sacks flour.

Harvard, Neb.—The Iowa-Nebraska Elevator was destroyed by fire with a loss of \$10,000. A considerable quantity of grain was also burned.

Findlay, Ohio.—The Farmers Exchange Elevator on January 8 was destroyed by fire with a \$25,000 loss. The loss is partly covered by insurance.

Whitewright, Texas.—Fire damaged the elevator of the Kimball Milling Company to the extent of \$2,000. It originated in an unknown way in the corn sheller.

Hallam, Neb.—Fire of unknown origin destroyed the plant of the Farmers Elevator Company on January 17 with a \$10,000 loss. There was some damage to the stock.

Wentworth, S. D.—The elevator of the Shultz Bros. was destroyed by fire. There were only 250 bushels oats in the elevator at the time. The loss was estimated at \$3,500.

Duval (Shelbyville p. o.), Ill.—The L. E. Powell Grain Elevator was destroyed by fire on January 22, with a \$15,000 loss. Five thousand bushels of corn were burned. The origin of the fire is unknown.

Havana, N. D.—The Farmers Co-operative Grain Company had a small fire in the cupola of its elevator on January 28. The motor pulley became

loose and rubbed against the frame of the motor. The resulting loss was small due to the fact that it was discovered at once.

Nashville, Tenn.—Fire destroyed the plant of the Nashville Warehouse & Elevator Corporation on

## OBITUARY

ANDREWS.—William L. Andrews died recently. He was a member of the Baltimore (Md.) Chamber of Commerce.

BEACH.—William Beach died at his home in Winnipeg, Man., recently. He was at one time a prominent member of the Winnipeg Grain Exchange and his house was the first to have direct wire connections with Chicago.

BRANDING.—Henry Branding died at St. Charles, Mo. He was owner of the Tri-City Seed Company of East St. Louis, Ill.

COLEMAN.—Jack Coleman died aged 28 years on January 6 from pneumonia. He was a member of the Burgin, Ky., branch of Clell Coleman & Sons, grain, coal, lumber and mill products dealers, operating at Burgin and Harrodsburg, Ky.

COLT.—Lyman Roswell Colt died at his home in Winterhaven, Fla. He had been in the seed business for years at Seattle, Wash., but two years ago retired and moved to Florida.

DEW.—William Dew died recently at Wales, N. D. He was former president of the Farmers Elevator Company there.

FRANCIS.—David R. Francis died, aged 76 years, at St. Louis, Mo. He was for years prominent in the grain trade at St. Louis and in 1884 was president of the Merchants Exchange. In 1877 he went into the grain commission business for himself, founding Francis Bro. & Co., which in partnership with his brother and sons, he conducted the rest of his life.

HARTWELL.—R. M. Hartwell died on February 6 at his home in Louisville, Ky. He was a member of the grain firm H. Verhoff & Co., Louisville. His widow, two daughters and a son survive him.

HUNT.—John L. Hunt of the Jerome B. Rice Seed Company of Cambridge, N. Y., died on January 20. He had for years been active in the American Seed Trade Association.

McWHORTER.—George McWhorter died on December 22, aged 76 years. He was formerly manager of the Turner-Hudnut Elevator at Chillicothe, Ohio. His widow and daughter survive him.

NEWING.—Edward F. Newing died at his home in Galveston, Texas, after a short illness, on January 11. He was one of the largest grain dealers in the south.

PITZ.—Frederick Pitz, a member of the flour and feed firm of Pitz Bros., and owner of the Krumm

Milling Company of Columbus, Ohio, died aged 60 years, on January 26.

PARKER.—William D. Parker died at Vernon, N. J. He was head of W. D. Parker & Bro., feed merchants of Vernon.

PIXLIE.—B. F. Pixlie died aged 63 years. He was a well known operator in grain futures on the Kansas City Board of Trade. He lived at Liberty, Mo.

ROGERS.—James Campbell Rogers, a pioneer grain merchant and a former president of the Chicago Board of Trade, died at his home in Oak Park, on January 14. He started in the grain business with his brother and they were active in the grain commission business until 1921 when they retired. Mr. Rogers served as a director of the Board for several years and in 1906-7 was president. His widow and two daughters survive him.

SCULL.—Henry Scull, a member of the Chicago Board of Trade for 49 years, died at a hospital in Evanston, Ill., aged 82 years. Mr. Scull was first associated with Murray Nelson and later went with W. P. McLaren & Co., and finally with Dwight & Gillett. His widow and one daughter survive him.

STRIETZEL.—Herman R. Strietzel died aged 62 years at Milwaukee, Wis. About 25 years ago he founded a feed and grain business at Milwaukee and had been active in that industry since. His widow and two daughters and two sons survive him.

WILLIAMS.—Frank Williams died recently at his home in New York City. He was at one time active in the hay business, although for a number of years he had devoted his attention to the banking business. He and his brother Fred M. Williams, who has been active in the New York State Hay Dealers Association and the National Hay Dealers Association, started in the hay and straw business as young men.

WILSON.—Charles Wilson died on December 29. He was for years in the feed business at Glendora, Calif.

WILSON.—Scott W. Wilson died aged 55 years at Kansas City, Kan. He was for 23 years owner and operator of the Scott Wilson Coal & Feed Company of Kansas City.

WINDHORST.—William Windhorst died recently at Olivia, Minn. He was for more than 40 years connected with a grain elevator and lumber yard. His widow and seven children survive him.



## FIELD SEEDS

(Continued from Page 510)

601,200 the year before. For the period July 1, 1926, to January 31, 1927, imports amounted to 2,163,100 compared with 1,755,500 last year and 2,173,500 the year before.

White Clover met with poor demand in some markets but fair to good in others. Prices averaged about the same as a week ago. Arrivals at one Atlantic port, mostly from Denmark and subject to the Federal Seed Act, amounted to about 30,500 pounds, compared with 33,000 pounds from Germany the preceding week.

Alfalfa sales were reported fair for this time of year. Prices remained unchanged from a week ago. Imports during January amounted to 913,900 pounds compared with 443,300 last year and 302,300 the year before. For the period July 1-January 31, imports amounted to 2,496,800 pounds compared with 1,881,900 last year and 4,116,800 the year before.

## IMPORTS OF FORAGE PLANT SEEDS

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds permitted entry into the United States under the Federal Seed Act:

Kind of Seed.	January		July 1, 1926 to Jan. 31, 1927		July 1, 1925 to Jan. 31, 1926	
	Pounds	Pounds	Pounds	Pounds	Pounds	Pounds
Alfalfa.....(1)*	913,900	443,300	2,496,800	1,881,900	11,000	
Awless brome grass.....					37,400	
Canada bluegrass.....	87,000	22,200	371,200	6,818,000	4,690,100	
Alsike clover.....	717,200	997,000	1,210,300	9,701,700	1,114,300	
Crimson clover.....		128,100	2,385,000	13,000	100	
Red clover.....(2)**	3,262,800	5,203,600	5,374,100	13,000	95,400	
White clover.....	150,900	351,200	663,400	2,522,100	712,400	
Clover mixtures.....	11,300	22,500	13,100			
Meadow fescues.....	300	13,000	12,900			
Grass mixtures.....						
Portulac millet.....						
Orchard grass.....			260,300	92,900		
Rape.....(3)	412,300	544,500	5,082,800	4,644,400		
English ryegrass.....	170,400	308,100	891,700	1,849,200		
Italian ryegrass.....	9,000	121,800	781,900	1,285,600		
Hairy vetch.....(4)	320,100	398,000	1,348,100	2,522,100		
Spring vetch.....(5)	319,300	352,800	415,300			

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds not subject to the Federal Seed Act:

Bentgrass.....	137,300	41,800	374,000	237,500
Biennial white-flowered sweet clover.....	615,800	576,600	2,163,100	1,755,500
Biennial yellow-flowered sweet clover.....		34,900	105,400	111,800
Canary grass.....			1,100	5,700
Carpet grass.....			6,400	30,900
Crested dog's tail.....	1,200	6,600	64,000	468,500
Chewings fescue.....	4,500	16,000	657,200	468,500
Other fescues.....	67,500	217,700	265,500	914,400
Molasses grass.....				80,500
Hair grass.....				2,200
Lawn grass mixtures.....			1,000	
Redtop.....			2,200	
Rescue grass.....				3,100
Rhodes grass.....				12,000
Rough-stalked meadow grass.....	13,200	11,400	84,100	57,500
Velvet grass.....	4,100		9,800	5,900
Wood meadow grass.....	4,500	1,400	10,800	28,200

(1) All from Canada.  
(2) All from France.  
(3) 250,000 pounds from Japan, 160,400 pounds from Holland, 1,900 pounds from England.  
(4) 149,800 pounds from Germany, 121,000 pounds from Latvia, 22,000 pounds from Poland, 22,000 pounds from Czechoslovakia, 5,300 pounds from Canada.  
(5) 154,200 pounds from Latvia, 76,600 pounds from Holland, 33,300 pounds from Austria, 32,800 pounds from Germany, 22,400 pounds from England.  
\*274,600 pounds Alfalfa seed to be permitted entry after staining—not included.  
\*\*1,354,100 pounds Red Clover seed to be permitted entry after staining—not included.

## SEEDS STILL INACTIVE IN NEW YORK

By C. K. TRAFTON

Shortly after our last review was written, wholesale distributors of the leading field and grass seeds in this market were encouraged somewhat by indications that the hoped-for renewal of demand had arrived. Subsequent developments, however, were not so satisfactory, the advent of extremely low temperatures and heavy snows over wide areas serving to check what little enthusiasm there may have been among buyers. This coupled with the time-honored "ground-hog" prediction of another six weeks of winter, caused sellers to greatly modify their opinions as to when buyers might again be expected to show interest. Experienced and conservative distributors believe that general conditions are much better than they were at this time last year.

Red Clover is 2½ to 3 cents higher than it was last month and in other respects also was regarded as the most interesting item on the list. About half of the advance occurred shortly after our last review was written as the better inquiry from buyers was centered largely in this variety, though little actual business resulted. In addition, interior

markets were strong because of the short crop and some uncertainty as to the new crop outlook because of alternate thawing and freezing in certain areas where snow covering was inadequate. At this time domestic Clover was especially strong on the ground that it would be much more popular than the stained foreign seed. The latter, however, responded in part to the strength in domestic and was also affected by higher advices from France where the c. i. f. basis was advanced from 22½ @ 24½ to 26 @ 27 cents. Shippers claimed that only a small surplus remained for export and were also encouraged by the bullish crop advices from this side. Buyers refused to follow the advance, having covered their early needs and preferring to await the results of the first offerings of the stained seed in the country. Moreover, arrivals were of larger volume at that time, resulting in some accumulation and also in some re-selling by previous buyers, who took advantage of the higher French basis to annex profits. Hence it was not surprising that the offers were generally lowered 1@1½ cents, though some shippers asked as high as 27½ cents c. i. f. claiming good sales to Germany and the U. K. Domestic seed is now quoted at 42 cents and imported at 32 cents duty-paid, both in 100-pound lots and in some quarters it is predicted that this difference will widen owing to the short yield of domestic seed and its prospective greater popularity among farmers in competition with stained seed. Arrivals during the month were about 8,200 bags, compared with about 12,400 for the previous month. It is interesting to note that total arrivals since the beginning of the season were about 43,100 bags, against about 58,800 for the same period last year. White Clover has remained dull and nominally unchanged on a spot basis of 32½ cents for 100-pound lots. Arrivals during the month were 350 bags, compared with 235 during December.

Crimson Clover was neglected and hence difficult to quote, but it is probably worth about 11½ cents duty-paid in 100-pound lots.

Alsike was somewhat of a feature at times, partly owing to a good export demand. While no large domestic business was reported, holders were generally strong in their views owing to fears that the supply may prove to be decidedly inadequate. The spot basis for 100-pound lots is now about 37 @ 38 cents, or about 2 cents higher than a month ago.

Alfalfa was quiet and the price for domestic seed remains on last month's nominal basis of 21½ cents. Although the crop was ample, holders generally expect a good demand, figuring that many farmers will not care to use stained Canadian seed regardless of its good quality. This idea was doubtless partly responsible for the rather easier tendency noted at times as far as Canadian was concerned, and this in turn served to prevent any advance in domestic quotations.

Timothy was about ½ cent higher at 7¼ cents early in the month owing to a better export demand and advices from the interior indicating that stocks

were being depleted. The advance checked both domestic and foreign buying and with some increase in pressure the price returned to last month's 6¼ @ 7 cents basis. Exports for the month were 5,650 bags, compared with 10,850 during December.

Redtop was in slow demand from both domestic and foreign buyers, but owing to indications of a substantial reduction in country stocks holders were firm and now quote 25 @ 27 cents against 25 cents a month ago for 100-pound lots. Exports were 2,130 bags compared with about 510 in the preceding month.

Kentucky Bluegrass was dull in both domestic and export departments and prices continued to average between 20½ and 21½ cents. Exports were about 330 bags, against 1,630 in December.

Rye Grass was inactive, but the spot supply of imported seed is held 1 cent higher at 13½ cents as importers have bought little for shipment from Europe owing to the refusal of shippers to offer on a basis closer to our own domestic seed. Arrivals for the month were only 815 bags.

## TOLEDO SEED NEWS

By S. M. BENDER

Clover seed has been strong the past month due to light offerings of cash and good demand for the deferred future. Trade has been active with fresh investment demand and removal of hedges against the cash seed. Fair deliveries were made on January contracts and so far this month have been moderate. This seed is going into strong hands and will probably be used for the spring trade. Some of the seed is being shipped out as is shown by liberal shipments. Those who have not cared to take delivery have traded over to March. Cash Clover is commanding a good premium due to the shortage of domestic seed. The domestic is at a very high premium over the foreign offerings. Dealers are awaiting a few spring-like days to bring out the cash demand. Prices are about \$2 higher than a year ago with the crop even shorter than last years. If the cash demand is as brisk as dealers believe it will be the market will be in position to advance sharply from these levels. Much will depend on the farmer's attitude toward present high prices and whether he will take the foreign seed at the prevailing discount. The lightest domestic crop on record combined with a small carry-over has created a very strong underlying situation. Advices received from France lately indicate they have shipped about all their surplus for this year. Receipts from over there from now on are liable to be mostly low grades. Their crop was not as large as expected and the continental European demand was beyond their estimates. Imports so far this year have been far below those of last year. October Clover, the new crop future, is now being traded in and has shown strength. It will have a long road to travel and many investment opportunities will be offered. Only domestic seed is available for delivery in October. At its present discount

(Continued on Page 516)

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under cash it looks attractive to seed dealers. Both Alsike and Timothy have been firm although trade has been light. Exports of Timothy have been liberal and may cause strength later.

## BADGER STATE SEED NEWS

By C. O. SKINROOD

The shortage in the Wisconsin seed corn market is increasing. The seed dealers are scouting around for Wisconsin corn but they are not able to find much. Small lots are picked up here and there but there are no larger supplies available. These small lots are not anywhere near enough to satisfy the demand.

The Wisconsin corn has soared to \$6 a bushel according to Milwaukee seed dealers. The Dakota corn is selling mostly around \$4 a bushel and the Nebraska corn is moving mostly from \$2 to \$3 a bushel. From the present outlook it is believed that much of the supply late in the season will be Nebraska corn as this can be supplied abundantly and at very reasonable prices.

A year ago the Wisconsin seed corn was selling around \$5 to \$6, so that estimates indicate that the seed corn shortage is very much like that of a year ago judging from the market estimate of the situation. Some dealers think the seed corn shortage will not be so severe. Others in close touch with the market see evidence of a runaway market with much higher prices before the planting season is over.

The Red Clover seed supply, according to the Milwaukee handlers, is very light. There is very little seed floating around. Dealers say the staining of the foreign seed, first practiced this year, is having an overwhelming effect in influencing buyers to shun the imported goods and this demand will thus be shifted over to the domestic seed.

Wisconsin farmers are expected to buy seed liberally despite the talk of farm depression. In fact seedsmen declare that Wisconsin with its dairy industry has hardly been touched by the farm depression and hence there will be ample funds for all seed demands. At any rate the buying is reported as starting off briskly and there is every evidence of a large volume demand.

The Timothy market has perked up quite a little, according to the local handlers. Although the supply was large earlier in the season, the offerings now appear to be reduced to a considerable extent. This has led to some improvement in the market. Even at that, the dealers point out, this is by far the cheapest of the seeds when compared with the high prices prevailing in the other principal seed lines.

The Alsike trade is reported by Milwaukee seedsmen as very firm. None of the seed is coming out of first hands, it is stated, and the demand is very active. This has boosted the prices to unheard of proportions. Local handlers say the high quotation on this class of seeds has helped to curtail the buy-  
(Continued on Page 517)

## Miscellaneous Notices

### SCALE TICKETS and PRINTING AT LOW PRICES

Howe, Fairbanks or Richardson Registering Scale Tickets, with or without carbon duplicate. Letter Heads, Statements, Envelopes. Anything you want in the printing line.

BENTON REVIEW SHOP, FOWLER, INDIANA

### BUSINESS OPPORTUNITY

Wanted, manager for storehouse; feed grinder in it. Fifty-fifty basis. GROWERS ASSOCIATION, Arcade, N. Y.

### FOR SALE

HOLLYWOOD-TANCRED 300-336 egg blood leghorns, hatching eggs, chicks. Prompt shipment. Satisfaction guaranteed. Catalogue. R. E. SANDY, Box F, Stuarts Draft, Va.

### SALESMEN MAKE BIG MONEY

Selling complete, old established line of Insecticides, Weed-Killers, etc. Steady repeaters. Write immediately for full proposition. AGRAMID PRODUCTS COMPANY, 15 East 40th St., New York, N. Y.

### WANTED

Sales manager experienced in feed business who will invest small amount capital in excellent feed plant and elevator 60 miles from Chicago. Complete equipment for manufacturing full line feeds.

S. T. EDWARDS & CO.

110 S. Dearborn St.

Chicago, Ill.

### FOR SALE

SINGLE COMB WHITE LEGHORNS. Prolific producers of premium white eggs. Hatching eggs, \$2 per 15; \$7 per hundred. ALTOONA FARM, R. Neal Marshall, Route 4, Honesdale, Pa.

### FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

### ASSISTANT SUPERINTENDENT WANTED

And loading foreman for feed mill. Must be familiar with operation of rolls, corn cutters, attrition mill, Draver Feeders, Union Special Sewing Machines, etc., and know feeds. Excellent opportunity for capable man. LADISH MILLING COMPANY, Milwaukee, Wis.

### FEED MILLS AND ELEVATORS

I plan, build, remodel, inspect, and appraise elevators and feed mills. Expert of feed and flour formulas. Finest references; reasonable charges. Consult me now for plant efficiency. Why guess? Get an experienced engineer with lifetime practice. My "Book of Formulas" has 40 warranted recipes for \$2.50 postpaid.

Big profit in feed mixing and grinding Graham, whole wheat and other flours. C. E. OLIVER, Warsaw, Ind.

## For Sale

### ELEVATORS AND MILLS

#### PRICED TO SELL

Elevator and coal sheds. Good outfit. H. R. KIEFER, Stanley, Iowa.

### INDIANA ELEVATORS FOR SALE

At Cole, Herbst and Rich; also coal yard and elevator site at Swayzee, Ind. Located on Penn. and Nickel Plate Railroads. Good established business; price right; located so all can be handled from central office. UNITED GRAIN & SUPPLY CO., Swayzee, Ind.

### FOR SALE IN CENTRAL INDIANA

Elevator feed implement business, in college town of 4,500 population on C. C. C. & St. L. Railroad; company lease, \$75 per year; private side track; good opening for coal yards, if wanted. Elevator capacity, 14,000 bushels. Frame building; steel siding. A 35-horse engine, 65-horse boiler, corn sheller, grinder, truck scales. Reason for selling, two places. Price \$5,500. Only changed hands twice in 25 years. Deal direct with owner. CENTRAL INDIANA, Box 2, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

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No. 9 Bowsher Ear Corn Crusher Grinder. GROWERS ASSOCIATION, Arcade, N. Y.

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No. 34, in good running order. List price new, \$339. Our price, f.o.b. Keokuk, \$125. PURITY OATS COMPANY, Keokuk, Iowa.

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One 19-h. p. Port Huron Engine and 33x54 separator, all ready to go.

Wanted: One front axle for Port Huron Separator, 33x54. C. E. RADER, Akron, Ind.

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A 36x56 Red River Separator, 30-60 Aultman-Taylor Tractor, Ottawa Cracked Corn Sheller, drags and drag wagon; all in good shape. TILLMAN MCKINLEY, Gridley, Ill.

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Pulleys, 1,000; all sizes, solid cast iron, wood and steel split. Elevator belts and buckets and supplies. STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

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1—30 H. P. Alamo Oil Engine.  
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These are rebuilt engines, carrying Full Guarantee.

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Hercules Geared Crusher, 100 bu. capacity; Little Giant Crusher, 30 bu. capacity; Chief Ear Corn Crusher and Grinder, 50 bu. capacity; Triumph Sheller; Scalpers; Bag Holders; used 18 and 20-in. ball bearing Monarch Attrition Mills. L. F. PER-RIN, Box 375, Port Huron, Mich.

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Genuine Early Burt Seed Oats and Genuine Red Seed Oats. C. R. LEWIS, Jacksonville, Ill.

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Our specialty is car lot Red Top or Sumach. May have a few cars of Orange and Amber. THE L. C. ADAM MERC. CO., Cedar Vale, Kan.

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Six hundred acres level land, well fenced; fine building; 328 sheep. In Saginaw County. PERRY HILLIER, Burt, Mich.

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Forty acres; fine buildings; fruit, mint land; on Yellowstone trail; with grocery; gas station; free tourist camp. Good business. N. W. BARTHOLOMEW, Grovertown, Ind.

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Four-hundred-acre rich level corn farm, 300 improved, balance timber; 90 acres clover; woven wire, hog tight; steel posts fenced; five-room house, barn; \$50 acre, term. B. E. MOSES, Cyress, Ill.

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ing in a measure. Buyers it is said are switching to lower priced seeds even though they had started out to purchase Alsike. The market is reported as being about 10 cents higher than a year ago.

The Alfalfa market is also strengthening up quite a bit with high grade seed very scarce. Milwaukee buyers are specializing in seeds grown in Wisconsin, the Dakotas, Montana and Utah. The highest price is being asked for the Montana seeds. The tone of the market has turned firm despite the rather large yields reported for the past season. Dealers say Alfalfa is in growing demand for one reason because the price is more reasonable than it is in other lines. The Wisconsin campaign to boost the Alfalfa area each season is also decisively noted in the heavily increased demand from various Wisconsin counties each year.

Milwaukee seedsmen say that the supply of high grade Sweet Clover seed is very low although there seems to be quite a lot of low grade and medium seed available which is not wanted in many cases. The demand is reported as excellent for the best grade of seeds. Sweet Clover is reported to be selling about \$5 above the price for the same period a year ago, largely because of the growing popularity of the seed after the growing of the crop has been promoted by the Wisconsin College of Agriculture.

White Clover seed trade is reported as largely nominal with demand in this line centering later in the season when the planting time is much closer. Some handlers are scarcely able to give a quotation at this time because of the nominal character of the market.

The Red Clover market has been marked up for the last month and prices are now at the highest point of the season at \$38 to \$40. Timothy has advanced a little and now rules from \$6 to \$7. Alsike is quoted around \$37 to \$39, which is just \$1 below the price of Red Clover, a very exceptional price level. Alfalfa is quoted at \$20 to \$23 for the choice quality of Montana seeds. Sweet Clover is selling mostly at \$15 to \$16. White Clover has a very wide price range—from \$30 to \$41, according to the leading dealers.

#### NEW SEED TRADEMARKS

The following new seed trademarks were recently published in the *Official Gazette* of the United States Patent Office: "Dakota Alfalfa Growers Worlds Best Seed" Alfalfa seed. MacDonald T. Greene, Mitchell, S. D. Filed September 21, 1926. Serial No. 237,503. (Not subject to opposition.) "Maple" grass and field seeds. William G. Scarlett,

Baltimore, Md. Filed December 10, 1926. Serial No. 241,300. "Antler" grass and field seeds. William G. Scarlett, Baltimore, Md. Filed December 10, 1926. Serial No. 241,301. "Oak" grass and field seeds. William G. Scarlett, Baltimore, Md. Filed December 10, 1926. Serial No. 241,302. "Empire"

**DAKOTA ALFALFA  
GROWERS  
WORLDS BEST SEED  
EMPIRE  
ANTLER**

**OAK  
SHIELD  
MAPLE**

grass and field seeds. William G. Scarlett, Baltimore, Md. Filed December 10, 1926. Serial No. 241,303. "Shield" grass and field seeds. William G. Scarlett, Baltimore, Md. Filed December 10, 1926. Serial No. 241,304.

#### KSO CELEBRATES ITS BIRTHDAY

In December 1925, the Berry Seed Company of Clarinda, Iowa, broadcast itself into prominence, for on the sixteenth of that month Station KSO went on the air. Thousands of letters were received by the seed company, a pioneer in the seed business to broadcast, commending it for its delightful programs and enterprising spirit.

That was a year ago. On December 29 and 30 the Berry Seed Company celebrated its radio broadcasting station's first birthday party. (The company has been on the job for 32 years.) Included in the program, were 20 old-time orchestras as well as the Mono-Motor Twins, Ray-O-Vac Twins and Mac Ohman, all nationally known radio entertainers.

The orchestras' performances were voted upon by listeners-in, for there were \$200 in prizes at stake. The first day the seed company received 20,000 wires and about 3,000 long distance calls. President J. F. Sinn says that there are only two radio stations who ever received more wires than did the Berry company at its celebration. In addition to the wires and telegrams, the company received 96,000 letters. All told 3,702,600 votes were cast.

Every Monday and Friday evening the Kansas Seed Company of Salina, Kan., is broadcasting seed

announcements and farm problems over Station KFKB from Milford, Kan. This station is a 500-watt station with a wave length of 416.5.

New quarters are now occupied by the Laughlin Seed Company of Sacramento, Calif.

The Andrews Seed Company of Ontario, Ore., has installed a new Jay Bee Hammer Mill.

Francis C. Stokes & Co., of Philadelphia have made Sanford, Fla., their distributing point for the south.

New and larger quarters are now occupied by the Eastern Seed Company located at Corpus Christi, Texas.

Everett Beazley is now secretary-treasurer of the Wood-Beazley Seed Company at Springfield, Mo., succeeding his father who died.

The retail store of the Griswold Seed Company of Lincoln, Neb., is now under the management of J. A. Van Kleeck, formerly of Des Moines.

The interest of Paul Travis in the Irvin Seed Company of Hamburg, Iowa, has been sold by him to his partner, Dr. R. T. Irvin who is in charge.

The Fort Dodge, Iowa, branch of the Northrup, King & Co., Minneapolis, seed growers, has been reopened for business. A. F. Buckle is in charge.

A wholesale and retail seed store has been opened at Salinas, Calif., by John Mathys. He was for 12 years manager of the Clark Seed Company of Salinas.

The Farmers Exchange & Seed Company has been organized to conduct a seed and feed business at Johnston, S. C. J. S. Ballentine is interested in the company.

The Liefgreen Seed Company has been incorporated at Phoenix, Ariz., capitalized at \$50,000. A. W. Liefgreen, R. W. Kramer and R. H. Armstrong are interested.

To handle seeds for gardens and farms, J. M. Lupton & Son, Inc., were incorporated at Mattituck, N. Y., capitalized at \$100,000. The incorporator is R. M. Lupton of Mattituck.

The Warren Seed Cleaning Company, Chicago, is installing Randolph Driers for drying seeds after the separation has been made by water, and Randolph Water Level Bins above its automatic scales.

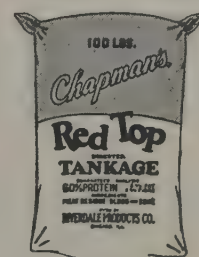
A co-operative seed exchange is being organized at Minneapolis, Minn., by five members of the Hennepin County Farm Bureau, to obtain pure grain seed at nominal cost for members of the bureau. D. W. Mendenhall of Maple Plain, president of the bureau, is active in the new work.

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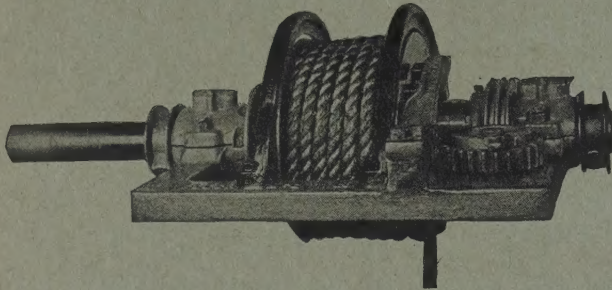
Data on Timken Bearings in car journals, and any desired engineering counsel, are at the disposal of every railroad. THE TIMKEN ROLLER BEARING CO., CANTON, OHIO

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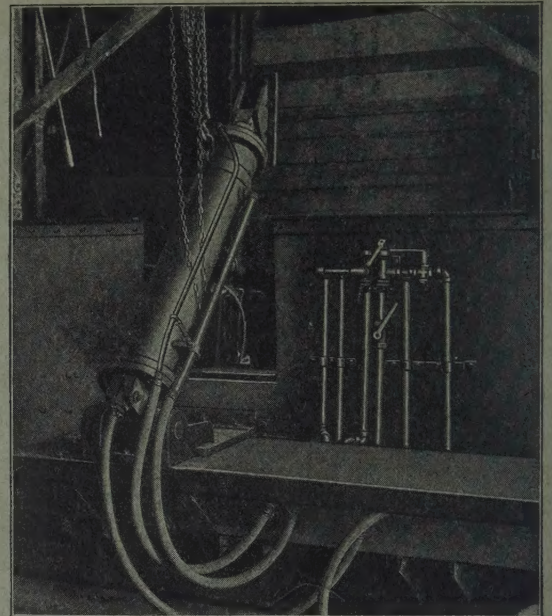
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### PETERSON GRAIN DOOR REMOVER

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With a steady push, this powerful tool removes grain doors in two minutes. No chopping, no breakage, no delay. Air does the work when you use the

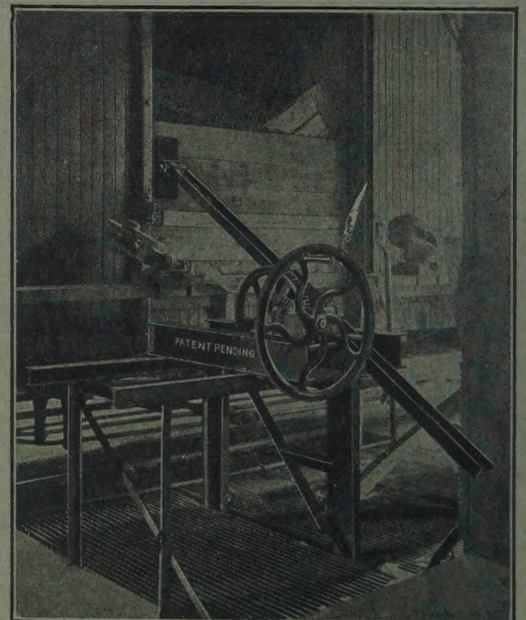
## Peterson Pneumatic Grain Door Remover

With 100 lbs. air pressure, the Peterson exerts 6000 lbs. pressure on the door, ample to remove an entire section. Surplus air handy for cleaning, signalling, etc.

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a simple, hand operated tool. Turning the fly-wheel develops a powerful leverage with enough pressure to easily open any door or entire section. Installed in either new or old elevators.

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